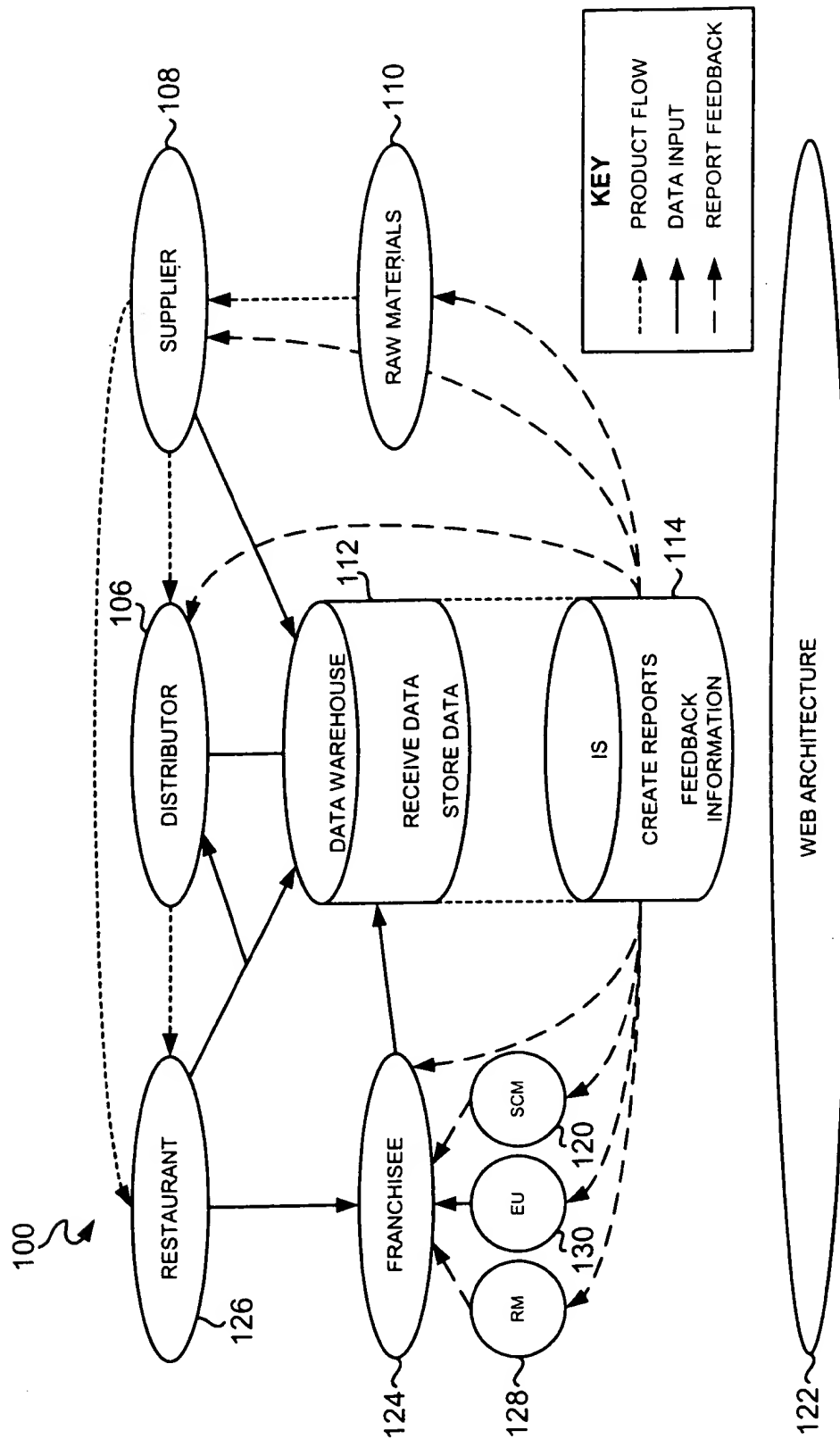


FIG. 1A



09216896.070601

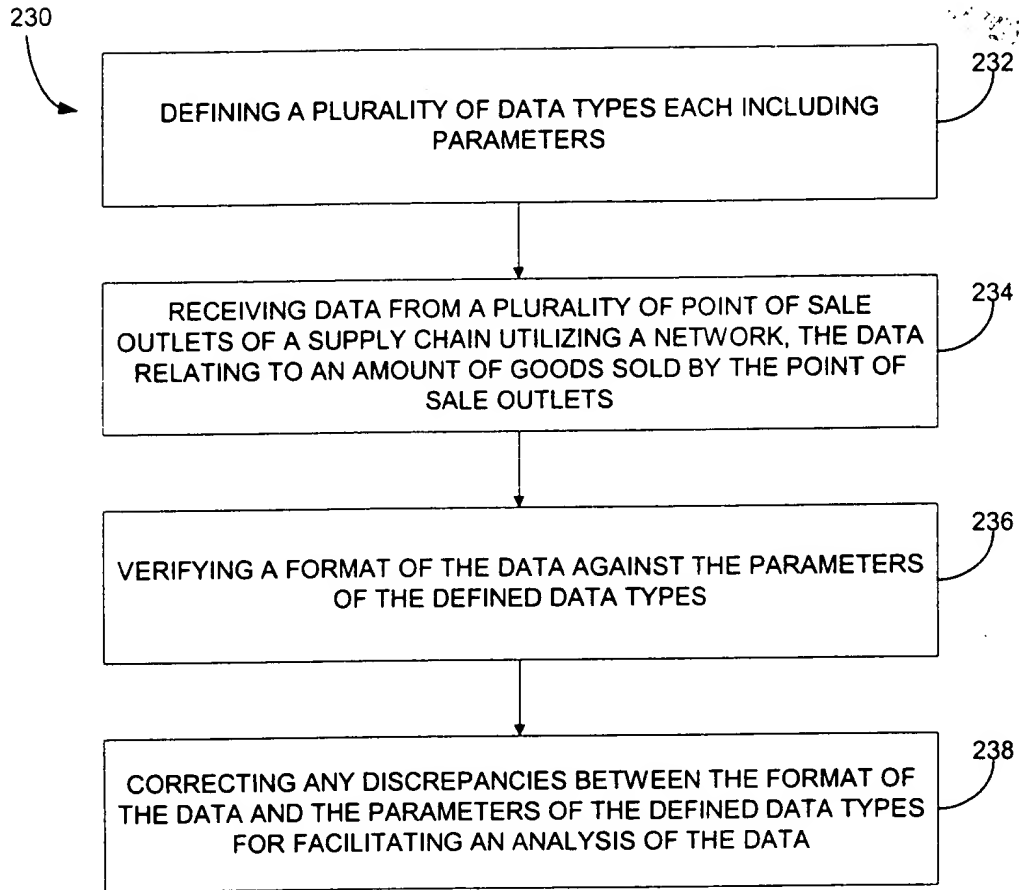


FIG. 2

09816896-070601

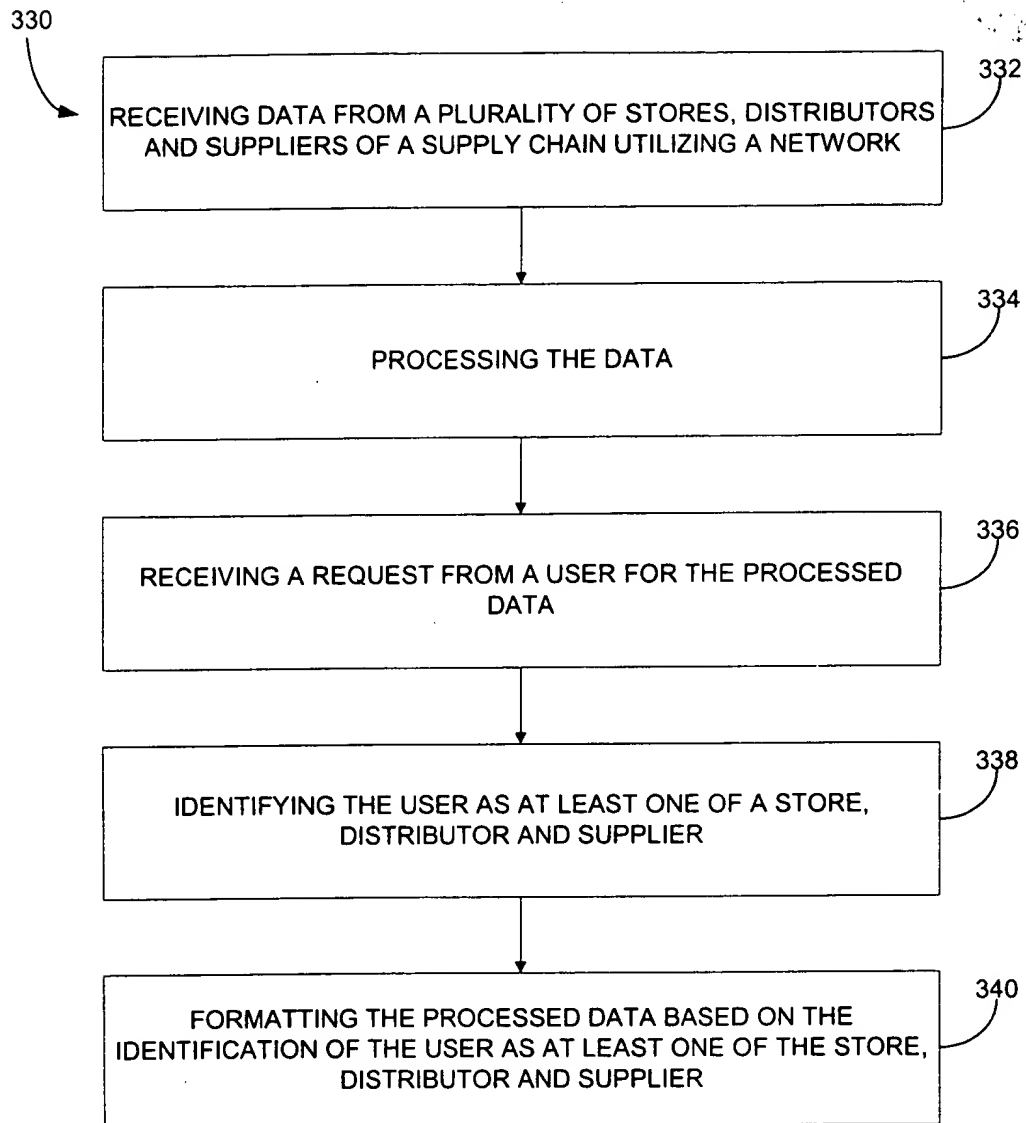


FIG. 3

09816895-070601
T09070"9689T860

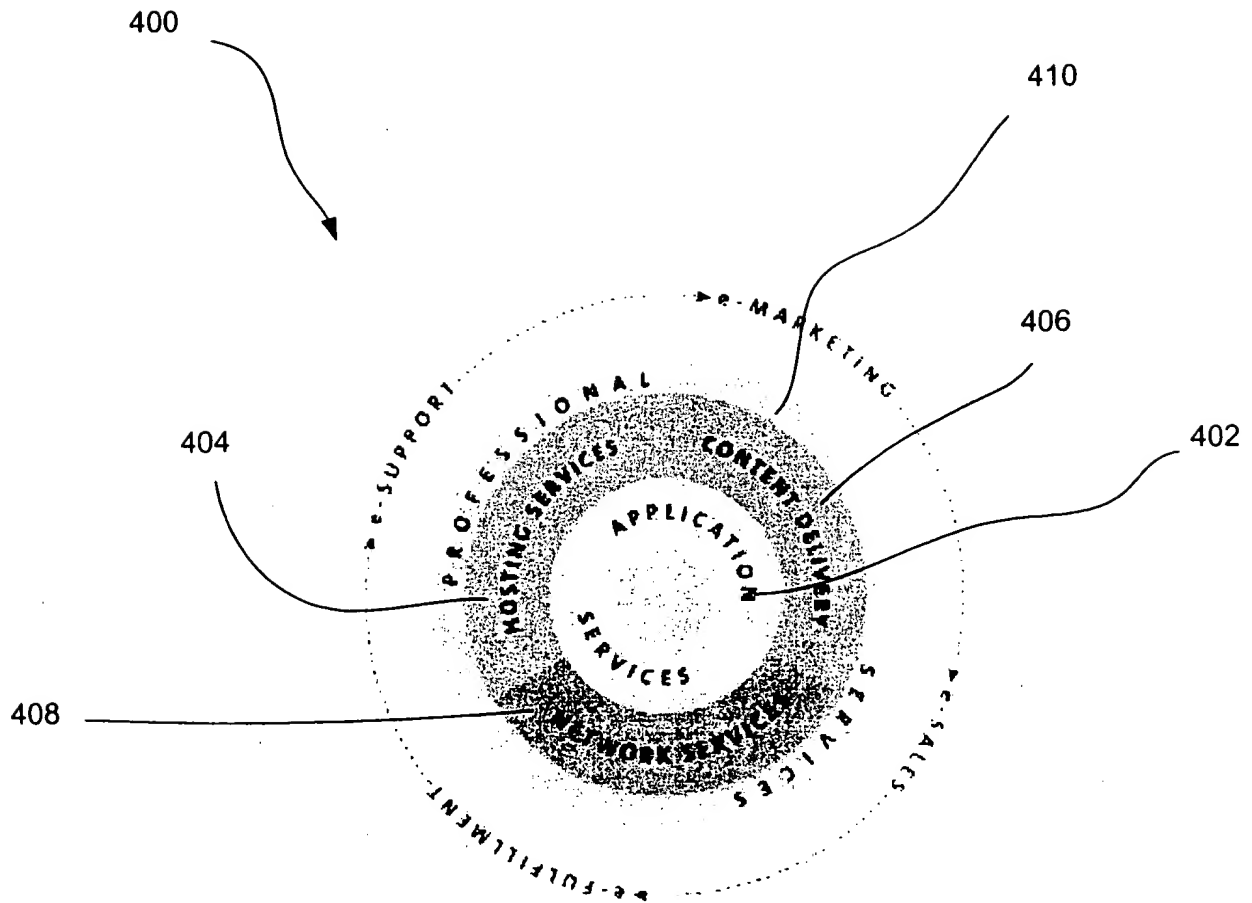


Fig. 4

109020" 9539T860

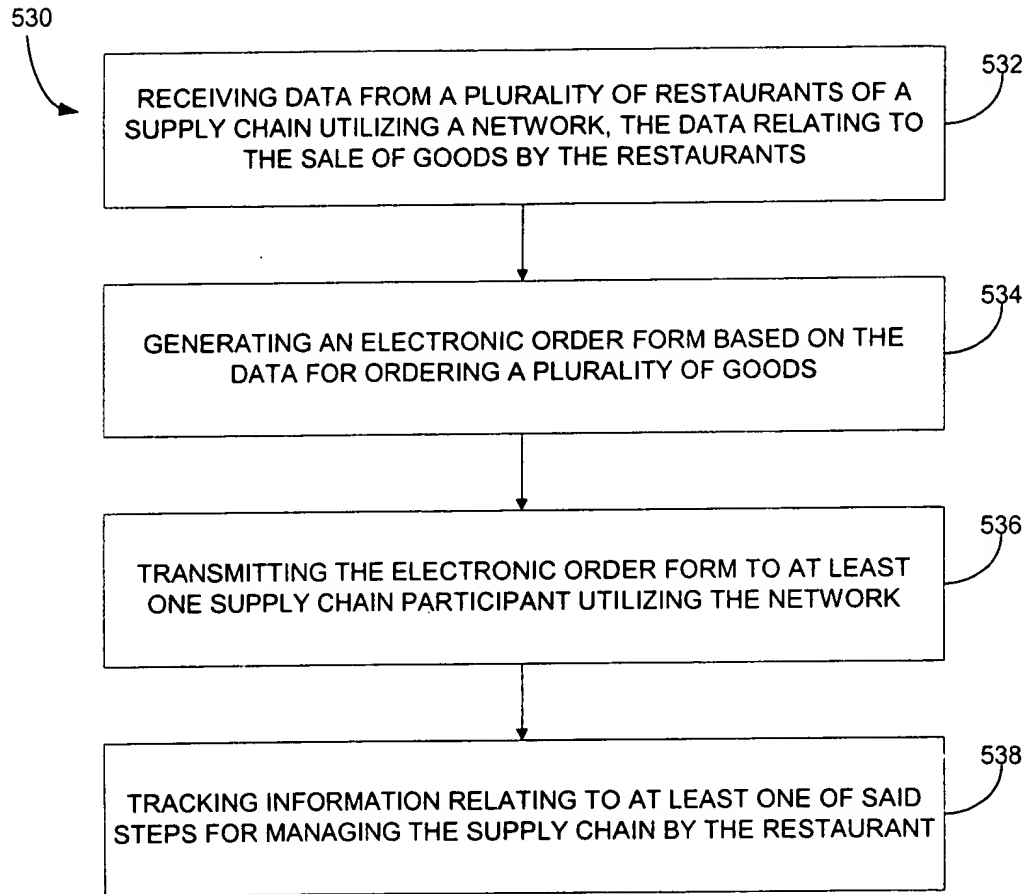


FIG. 5

00016996-070604

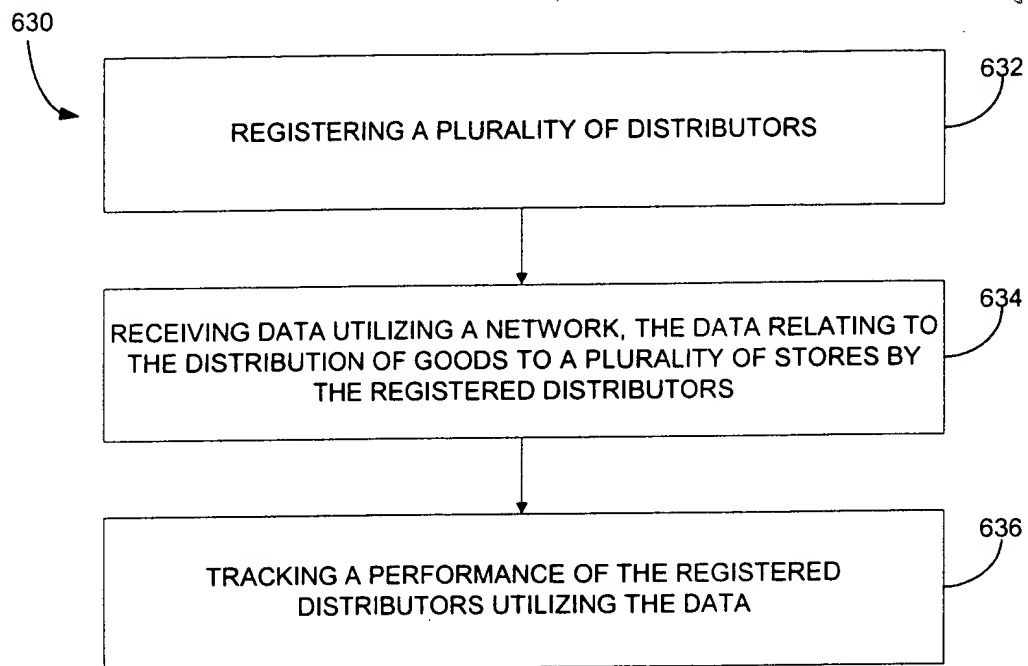


FIG. 6

09816996-070601

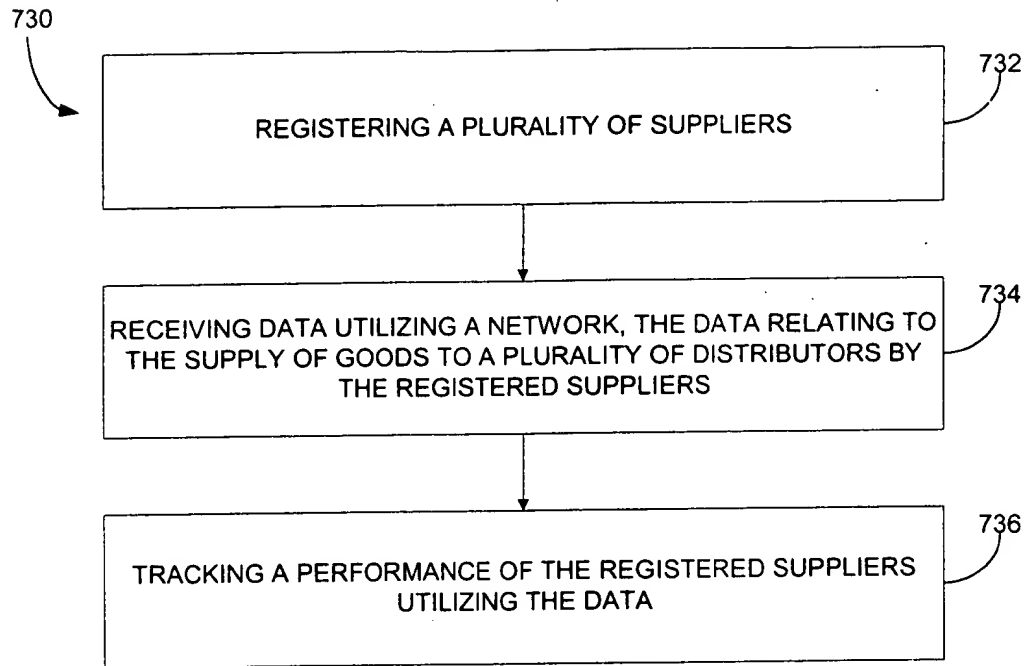


FIG. 7

09816896-070601
T09020-9689T860

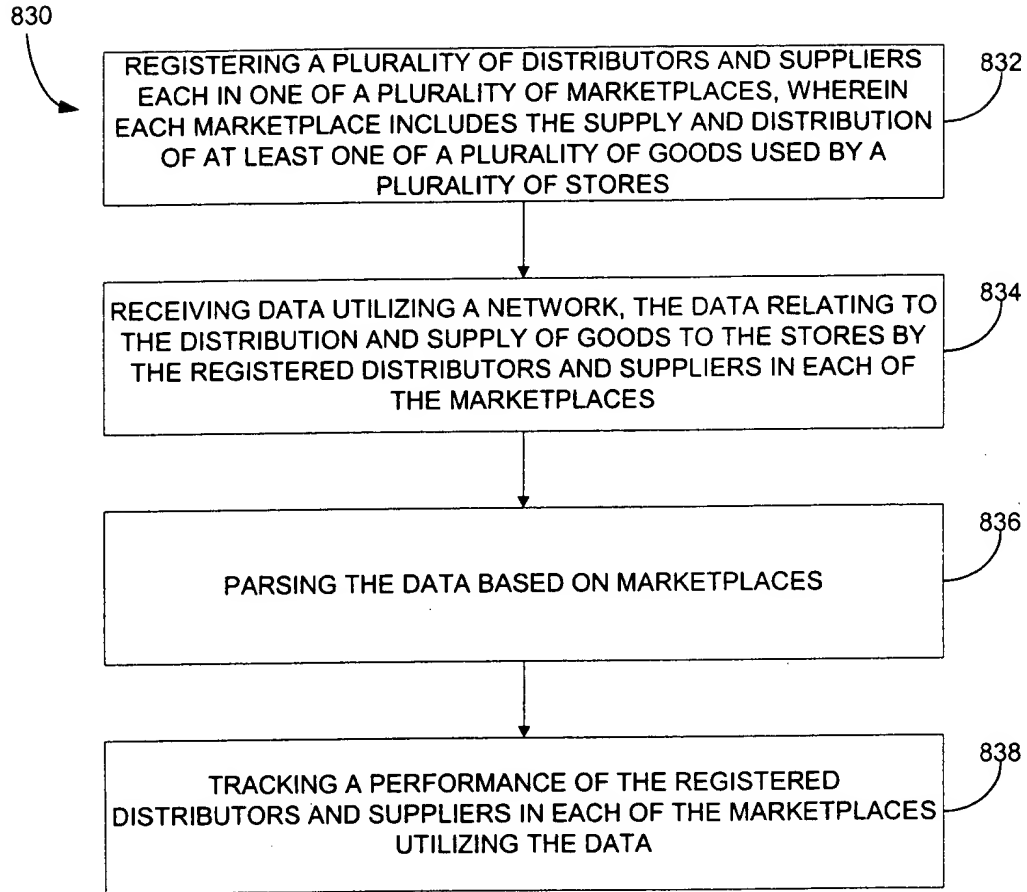


FIG. 8

09816896-070501

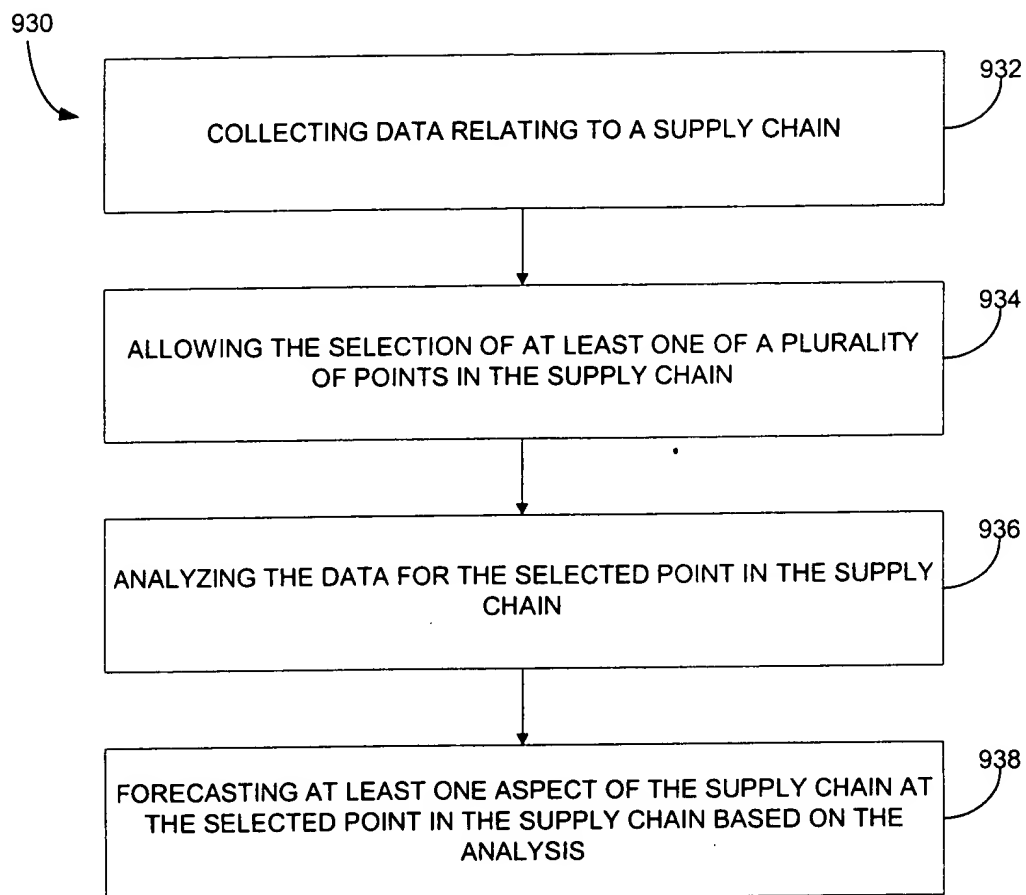


FIG. 9

0916896-07050-1

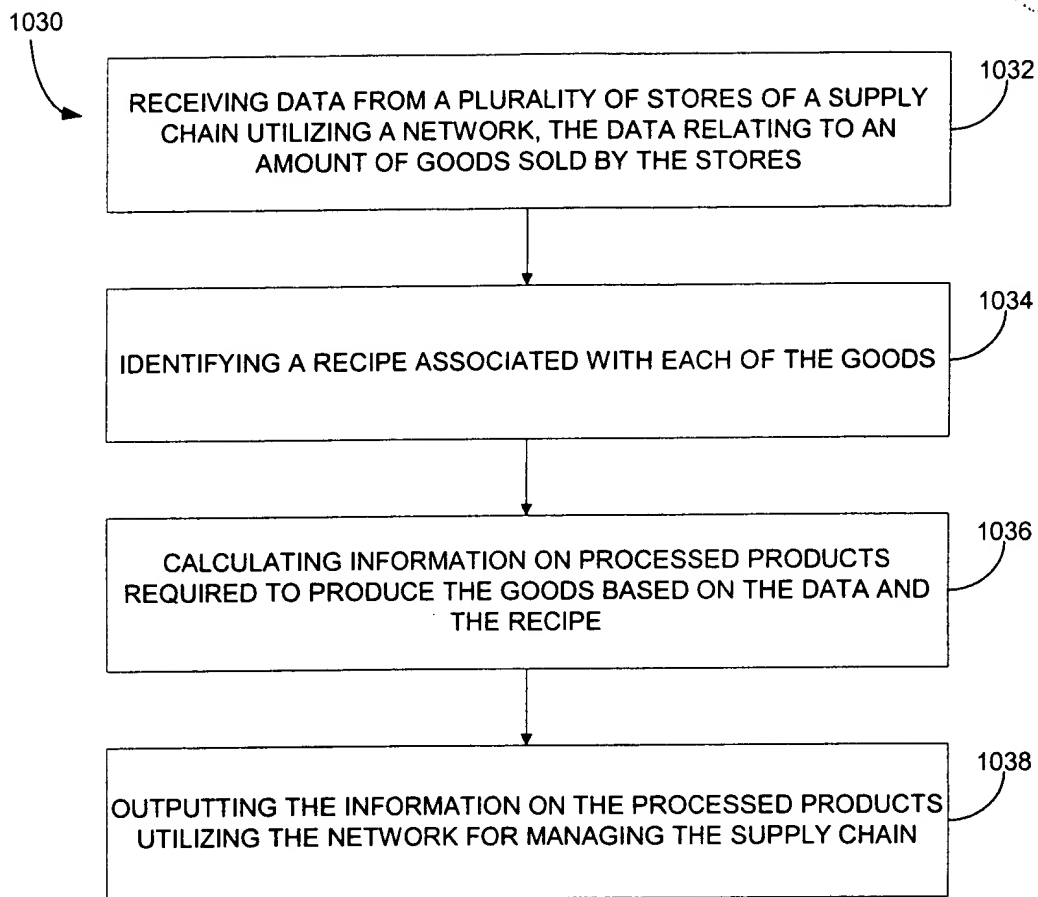


FIG. 10

09816296-070601

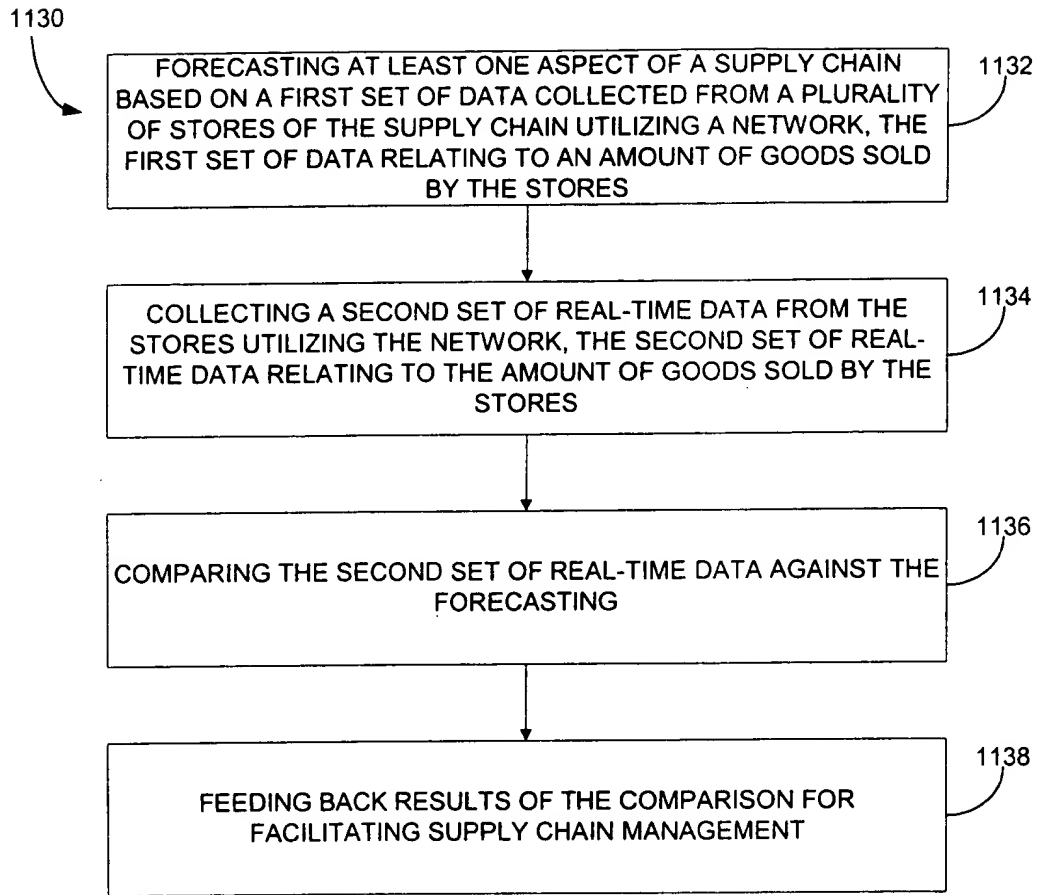


FIG. 11

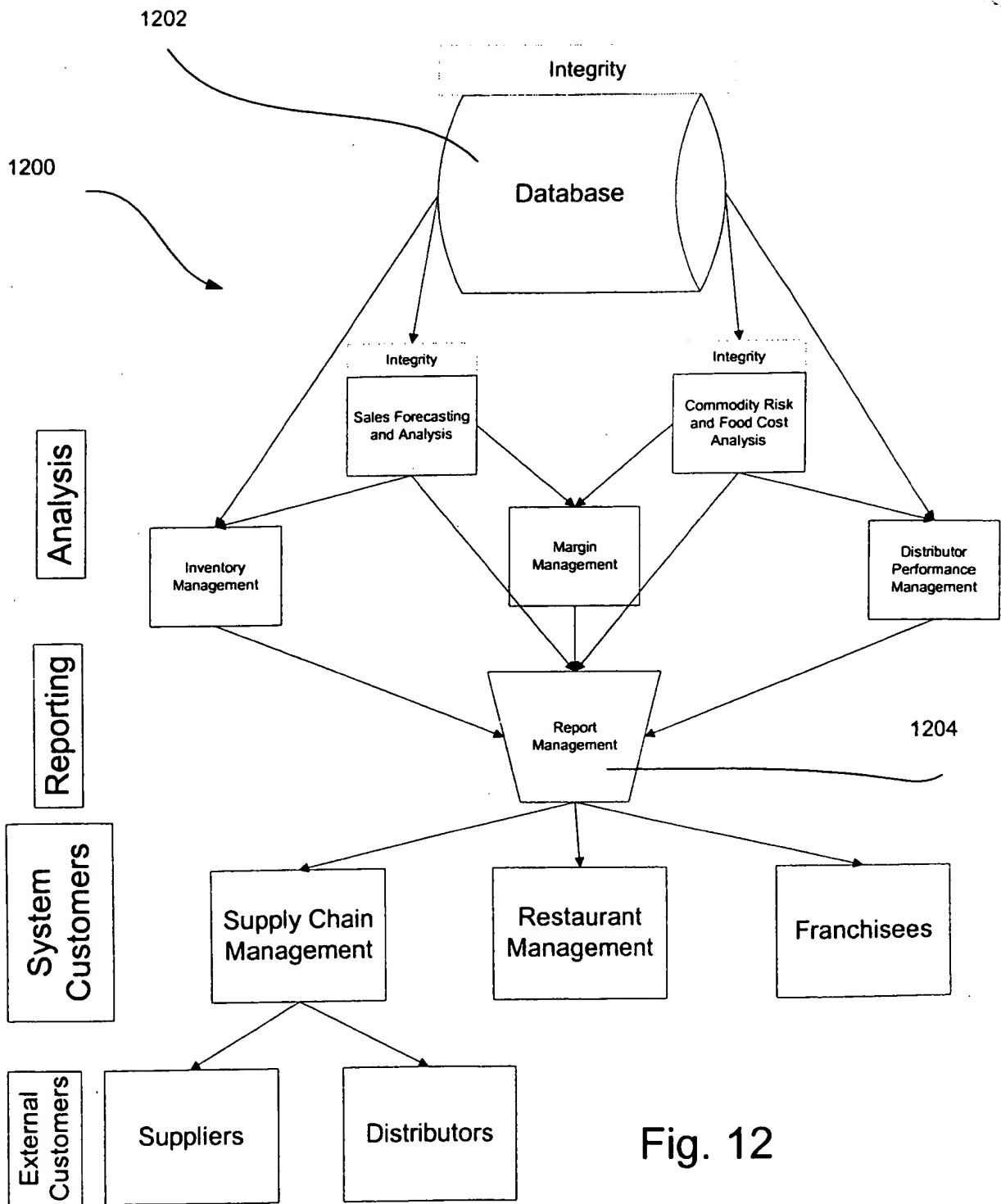


Fig. 12

FOIA b 7 - D

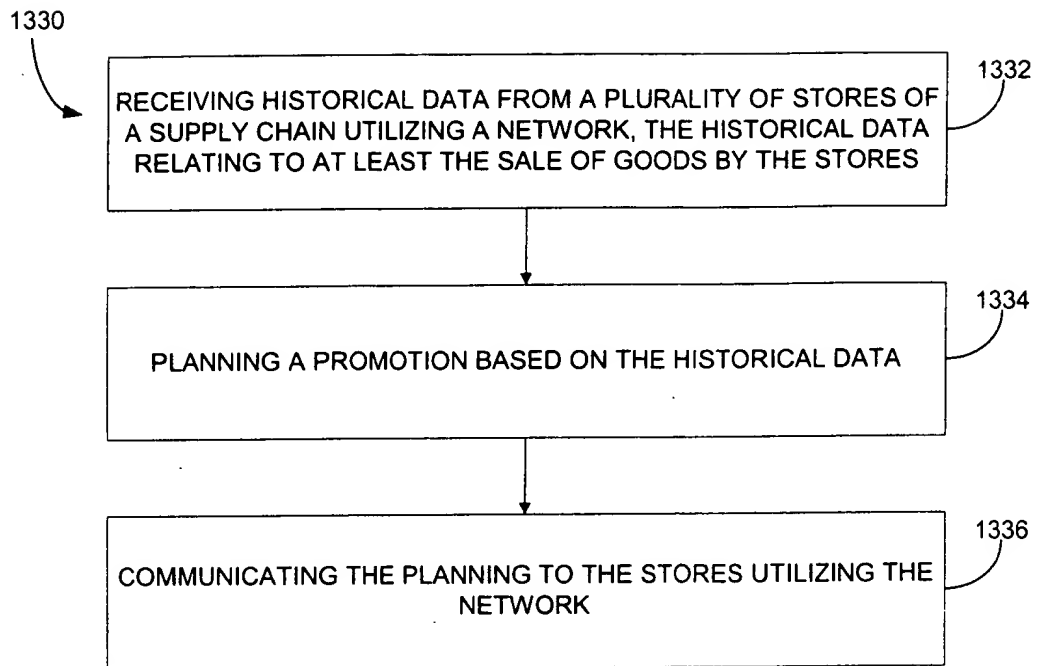


FIG. 13

FIG. 14

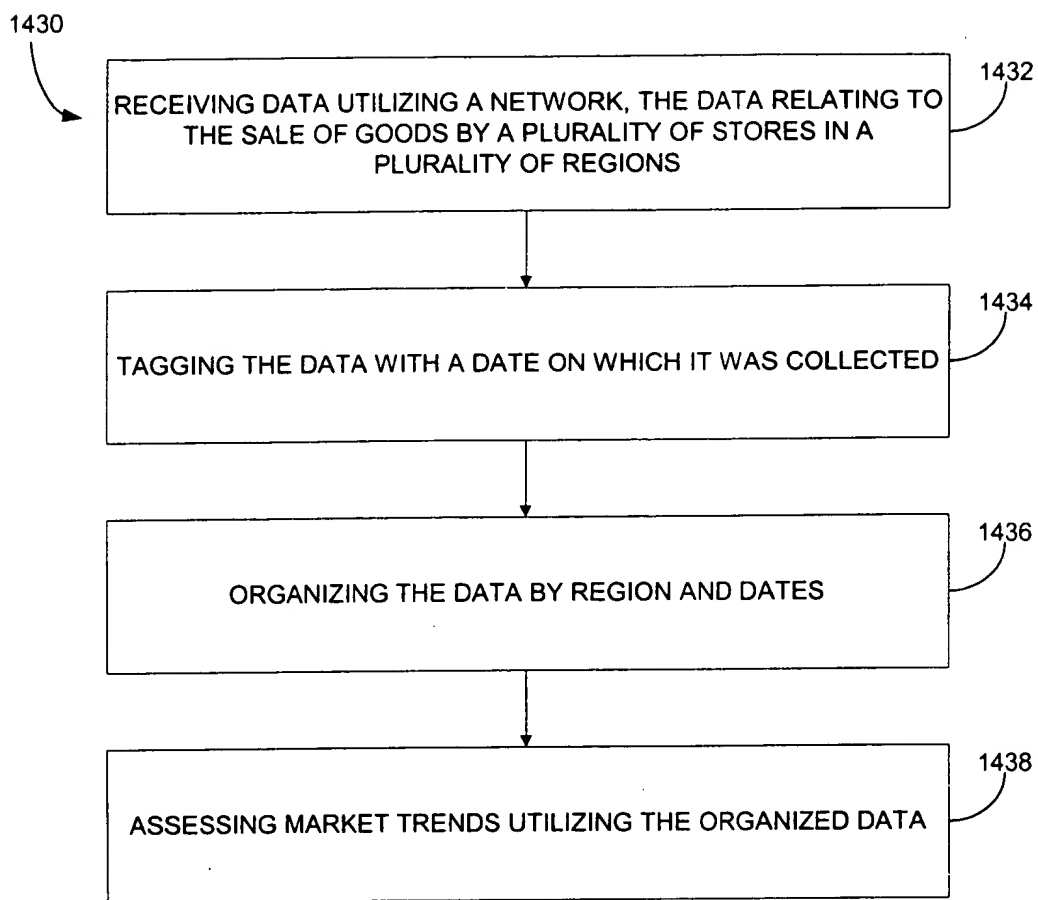


FIG. 14

09816895-070601

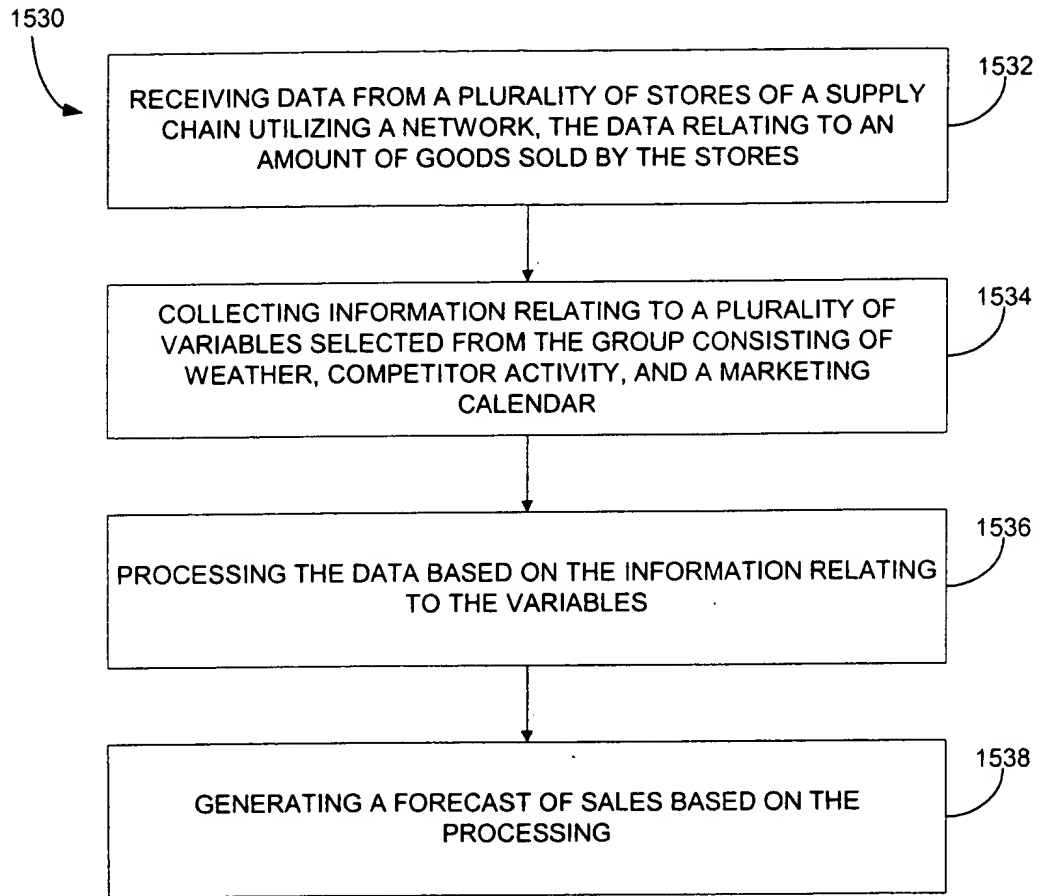


FIG. 15

09815896-070601

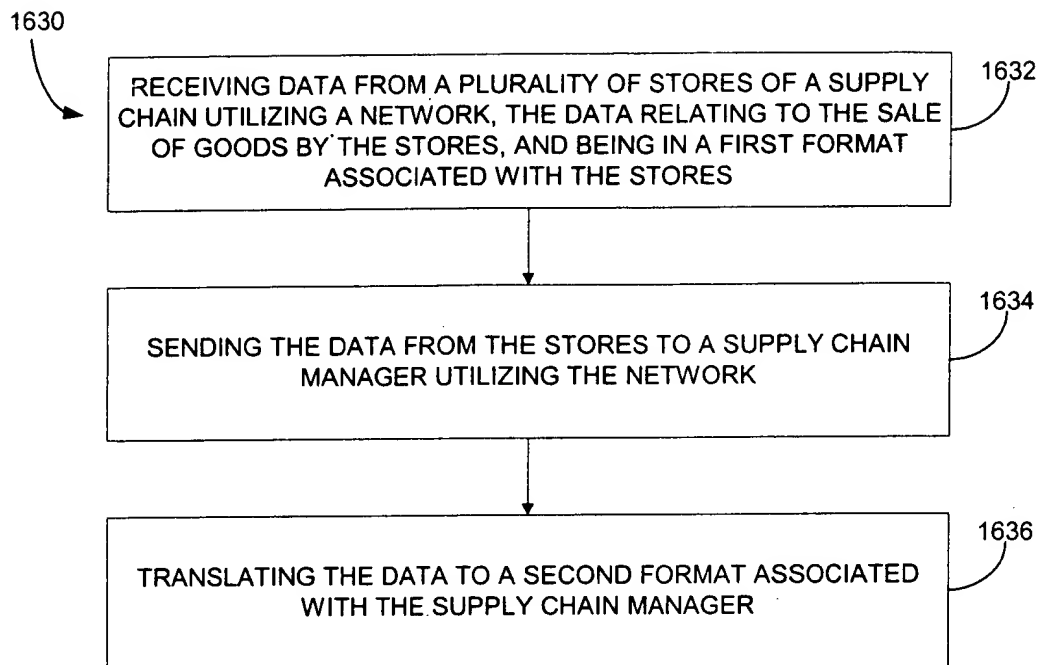


FIG. 16

09816896-070601

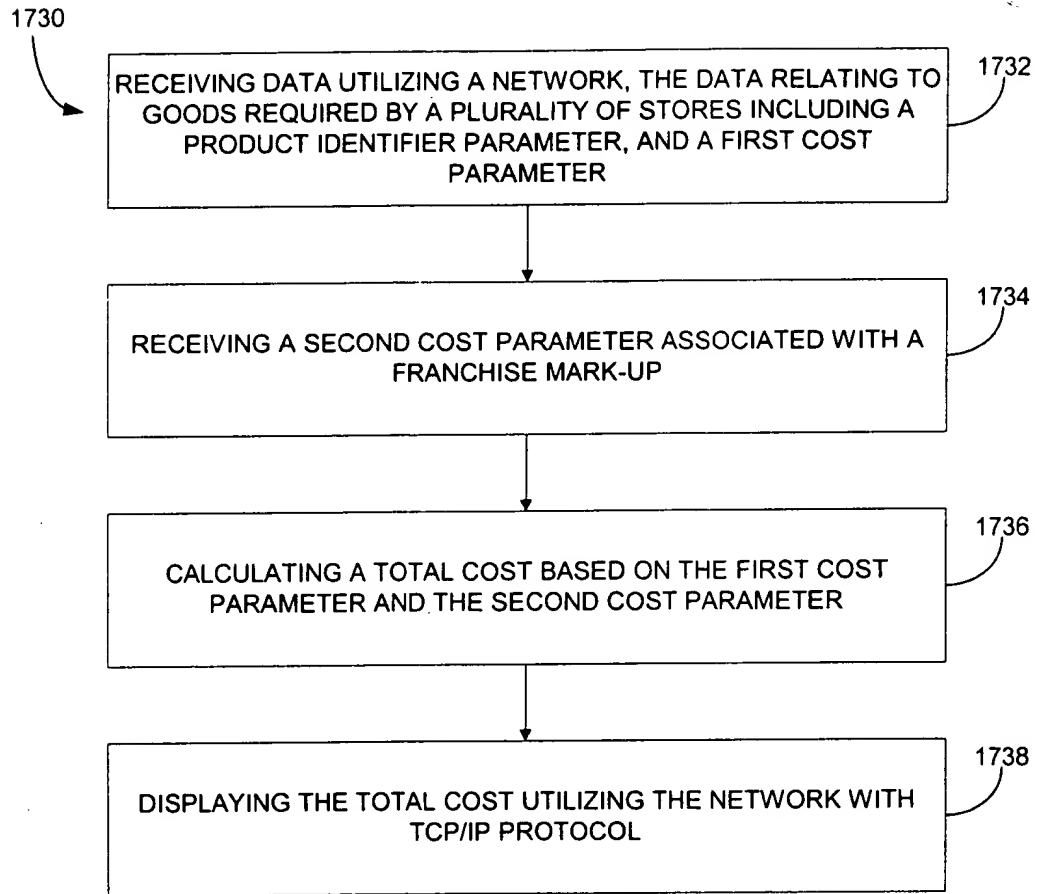


FIG. 17

09816996.070604

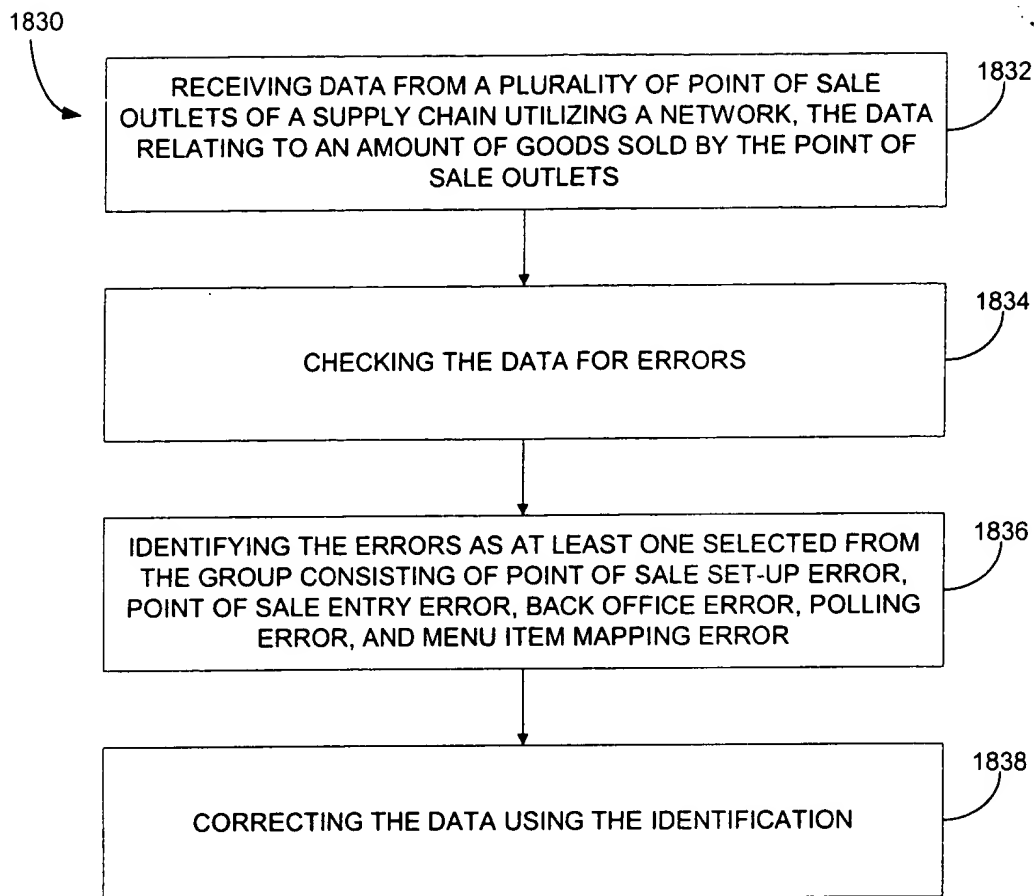


FIG. 18

09816396-070601

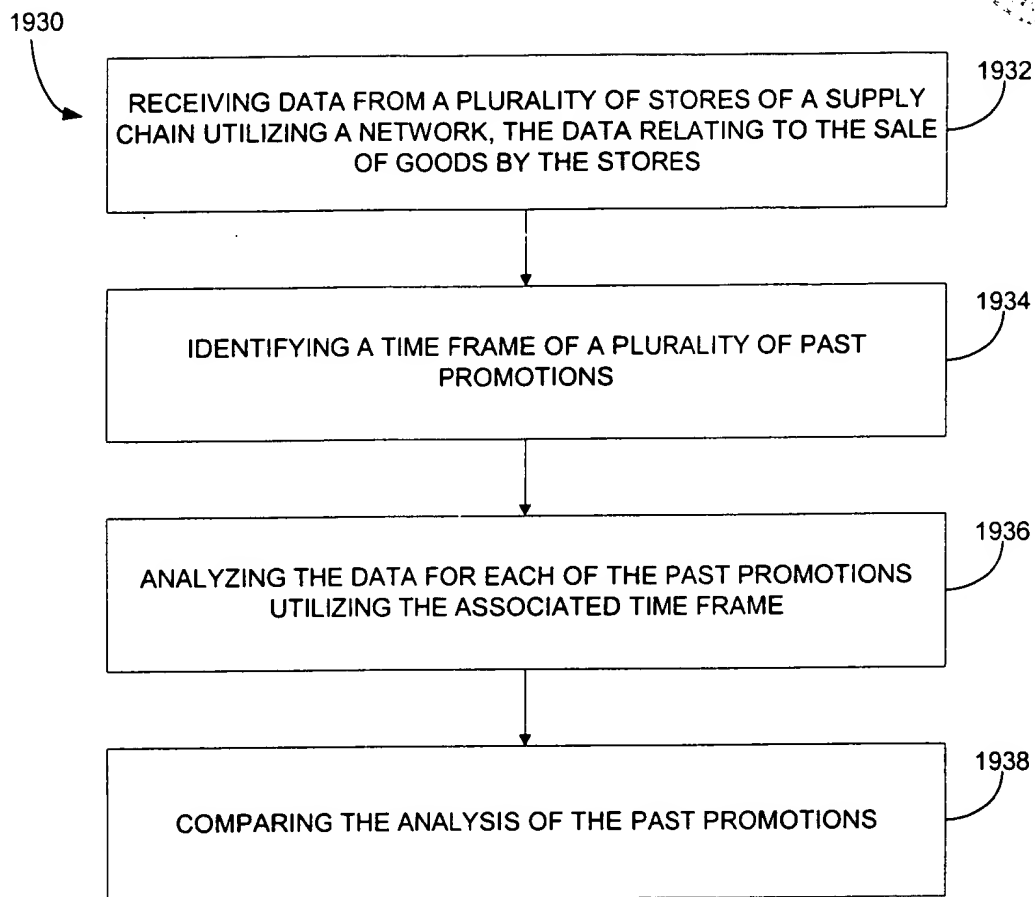


FIG. 19

09816895-070601

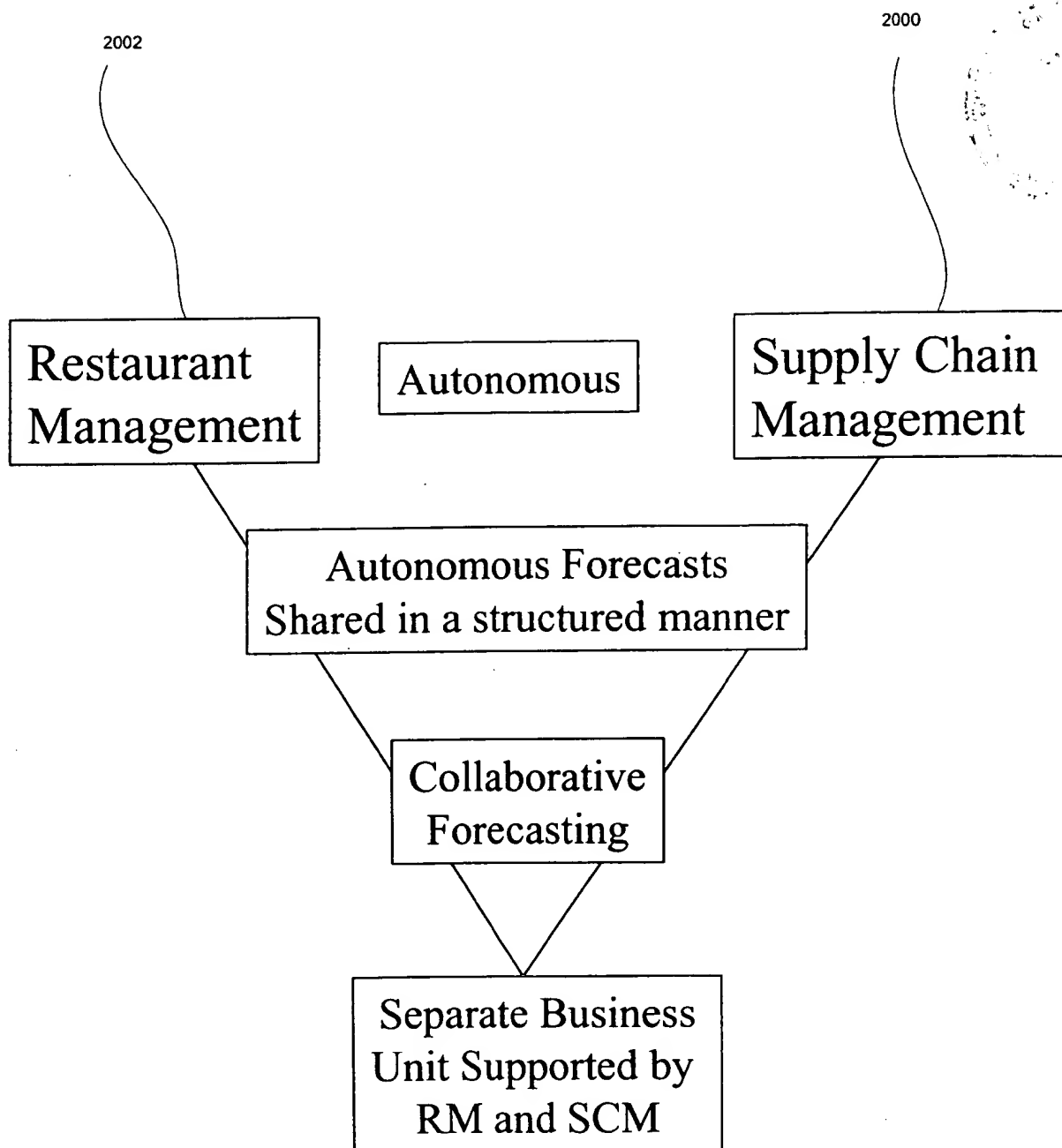


Fig. 20

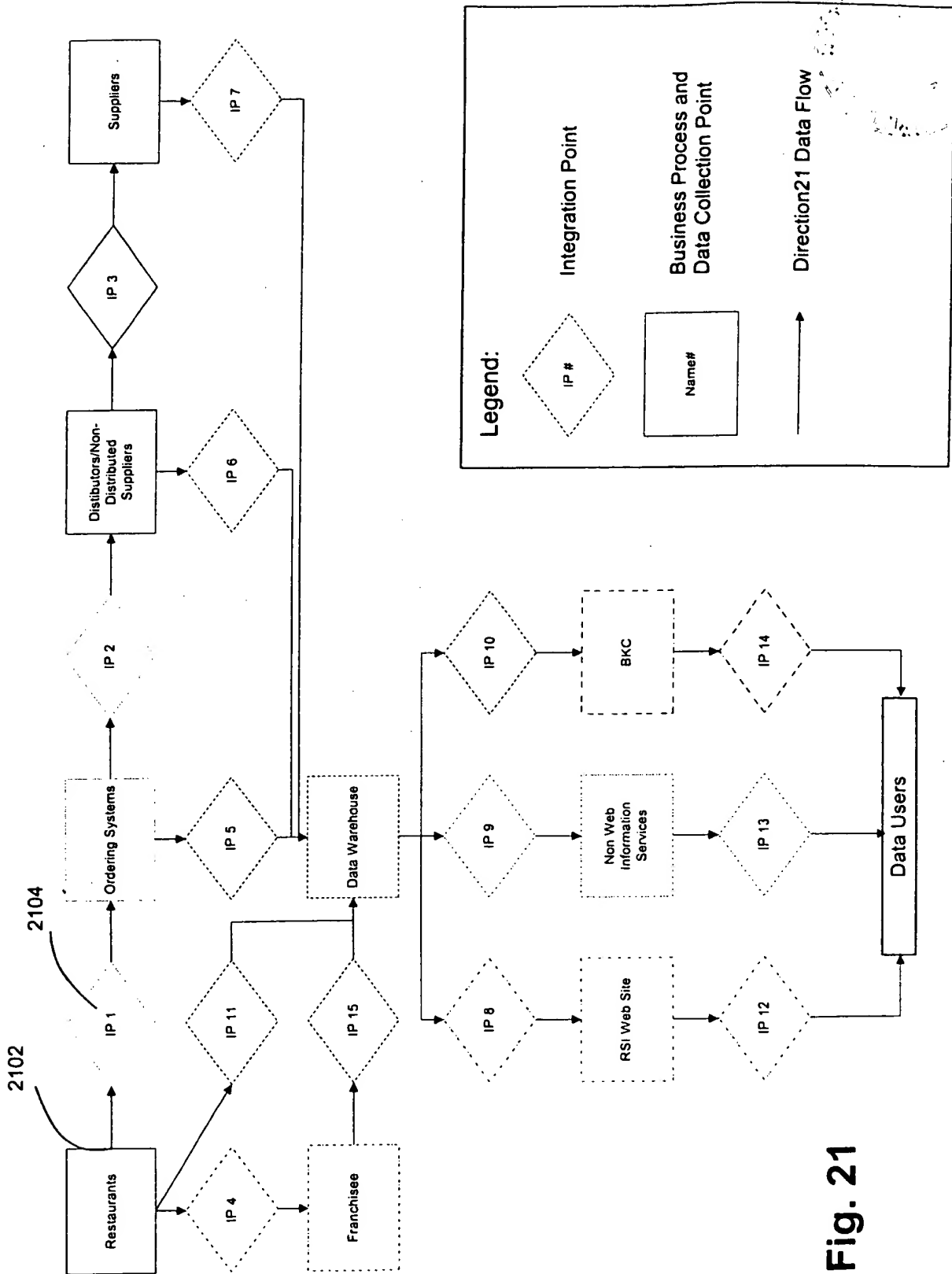
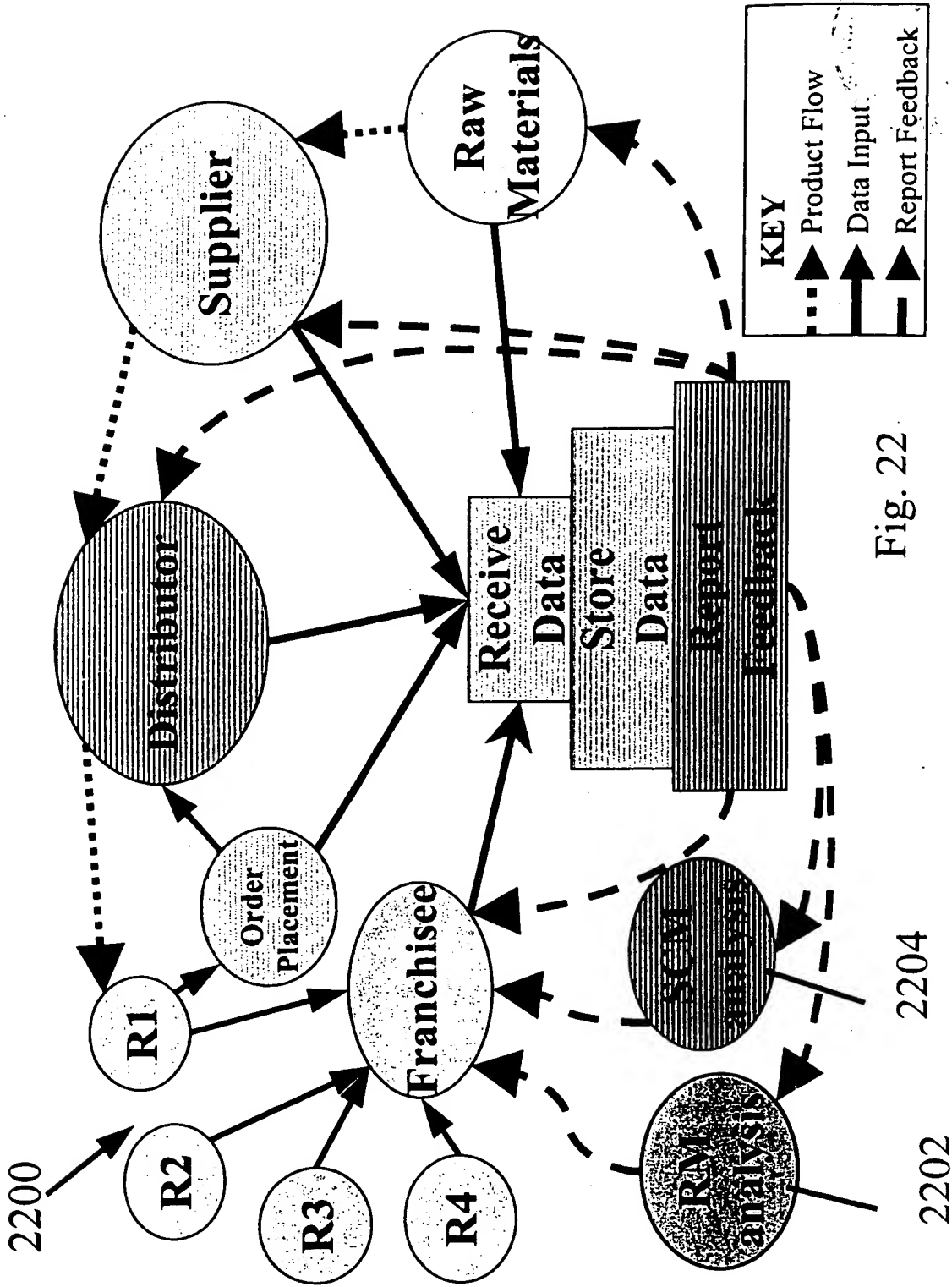


Fig. 21



09816896-070501
T05020" 9689T860

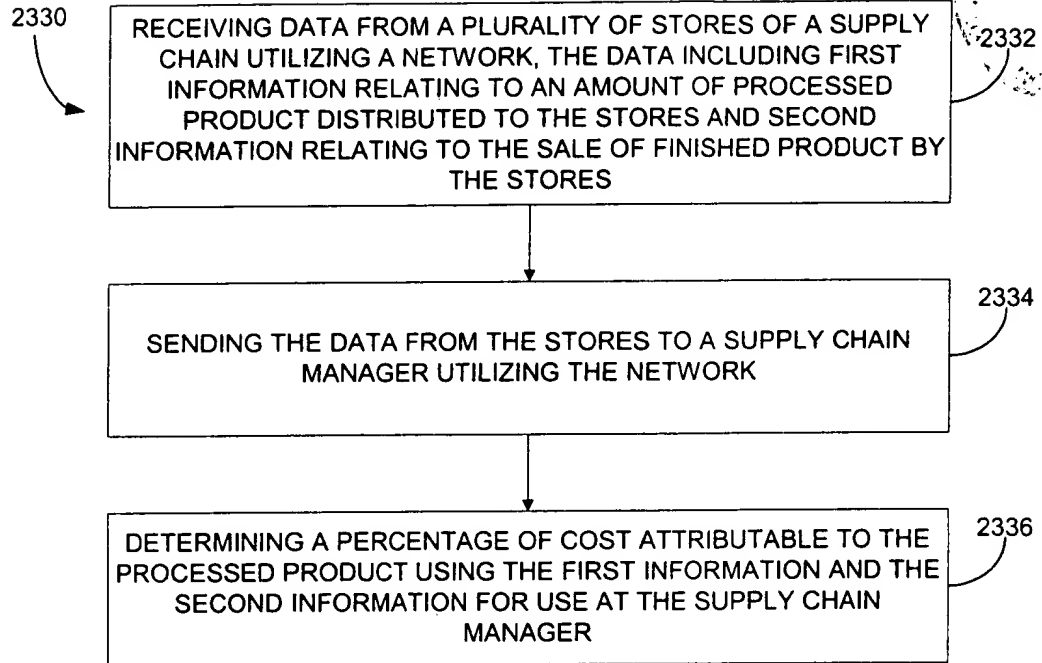


FIG. 23

FIG. 24

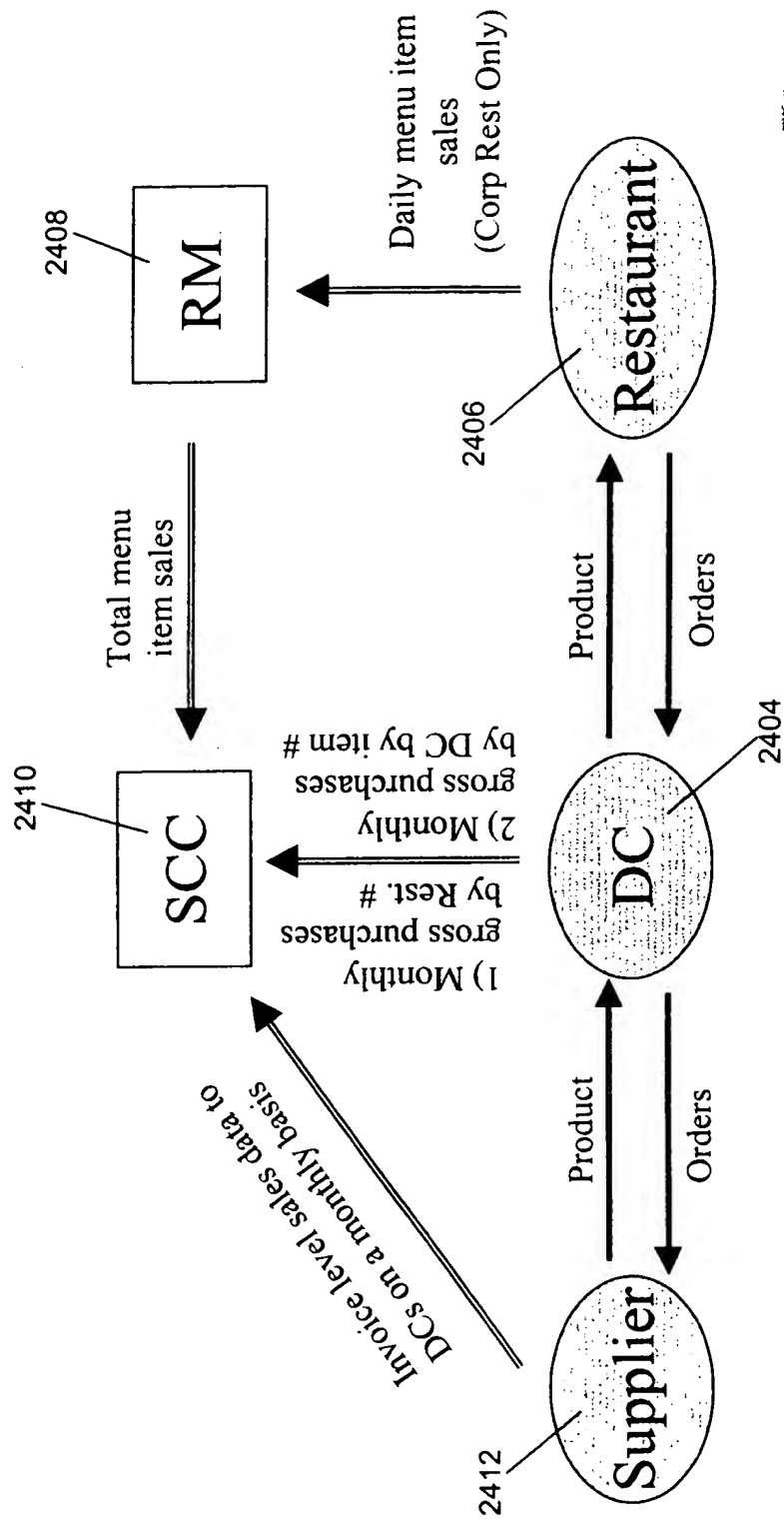


FIG. 25

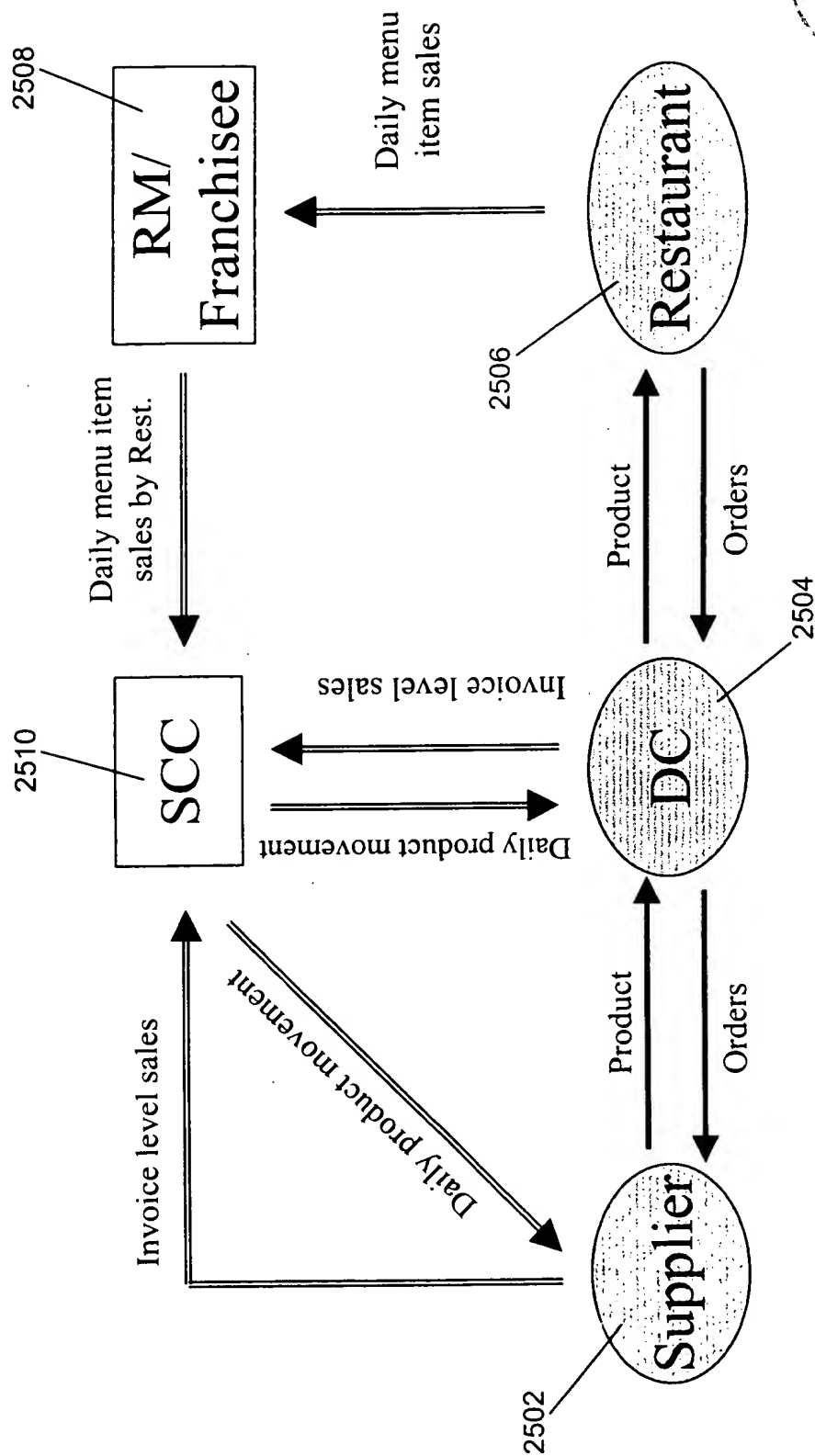


FIG. 27

2700

Promotional Monitor - System & Regional

| | | History | | | | | Week #1 | | | | | | |
|--------------------------------------------------------------------------|-------------------|----------|----------|----------|----------|---------|---------|---------|---------|---------|---------|---------|----------|
| | | W-4 | W-3 | W-2 | W-1 | D+1 | D+2 | D+3 | D+4 | D+5 | D+6 | D+7 | Total |
| Total Sales(\$/Store) | | \$23,000 | \$23,500 | \$23,250 | \$23,450 | \$2,888 | \$3,150 | \$3,413 | \$3,413 | \$3,675 | \$5,513 | \$4,200 | \$26,250 |
| Menu Item Sales for Key Products(units/restaurant/week) | | | | | | | | | | | | | |
| Category | Segment | | | | | | | | | | | | |
| Whopper | WHOPPERS | 215 | 211 | 228 | 269 | 32 | 34 | 37 | 37 | 40 | 60 | 46 | 286 |
| | WHOPPERS W/CHEESE | 146 | 142 | 148 | 162 | 18 | 20 | 21 | 21 | 23 | 35 | 26 | 165 |
| | YVWM WHOPPERS | 699 | 679 | 714 | 813 | 94 | 103 | 111 | 111 | 120 | 180 | 137 | 857 |
| Whopper Total | | 1,060 | 1,032 | 1,090 | 1,244 | 144 | 157 | 170 | 170 | 183 | 275 | 209 | 1,309 |
| Variance from Expected (Highlighted Areas are Outside of Expected Range) | | | | | | | | | | | | | |
| Whopper | WHOPPERS | 11.4% | -9.8% | -23.2% | -4.6% | 2.3% | 3.0% | 1.0% | 4.0% | 11.0% | 16.0% | 8.0% | 6.5% |
| | WHOPPERS W/CHEESE | 8.1% | -8.4% | -24.5% | -5.8% | 1.0% | 4.0% | 1.0% | 4.0% | 13.0% | 14.0% | 9.0% | 6.6% |
| | YVWM WHOPPERS | 12.2% | -10.7% | -22.5% | -1.9% | 3.0% | 3.0% | 1.0% | 5.0% | 16.0% | 19.0% | 7.0% | 7.7% |
| Whopper Total | | 10.6% | -9.6% | -23.4% | -4.1% | 2.1% | 3.3% | 1.0% | 4.3% | 13.3% | 16.3% | 8.0% | 6.9% |

2702

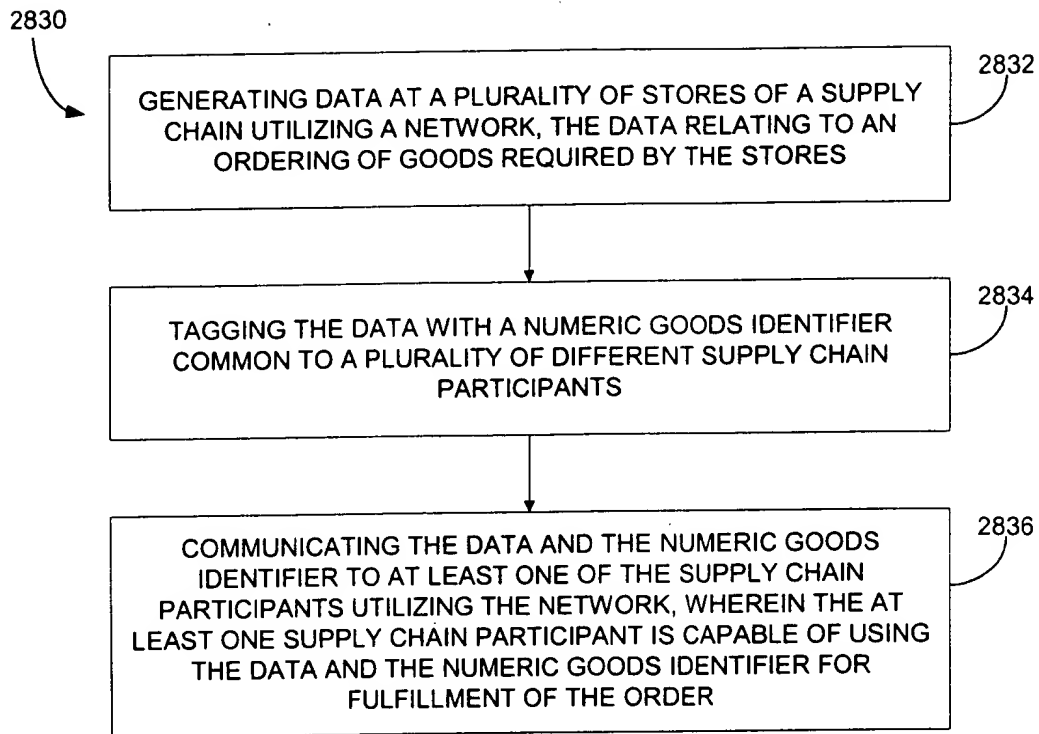


FIG. 28

09315896-070601

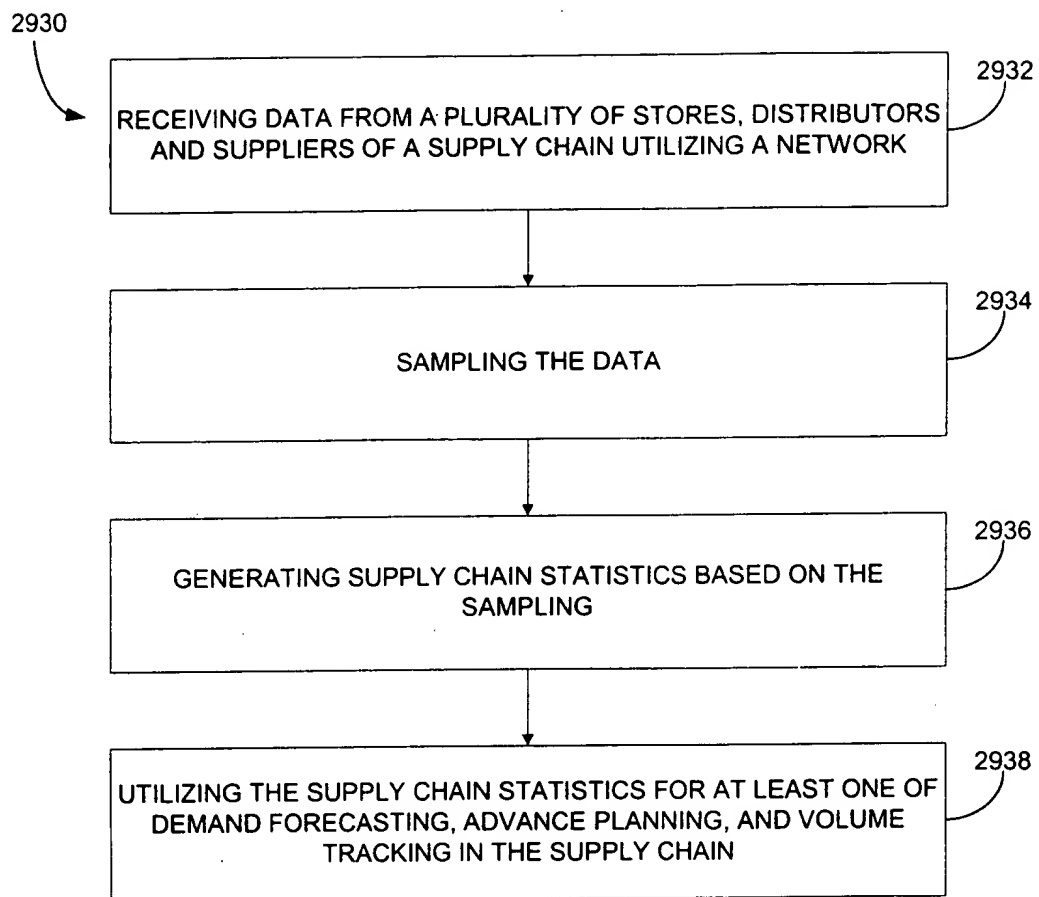


FIG. 29

709020-96891860

3100

Alliant - Monthly DC Data Feed Performance
August 2000
Mock Report

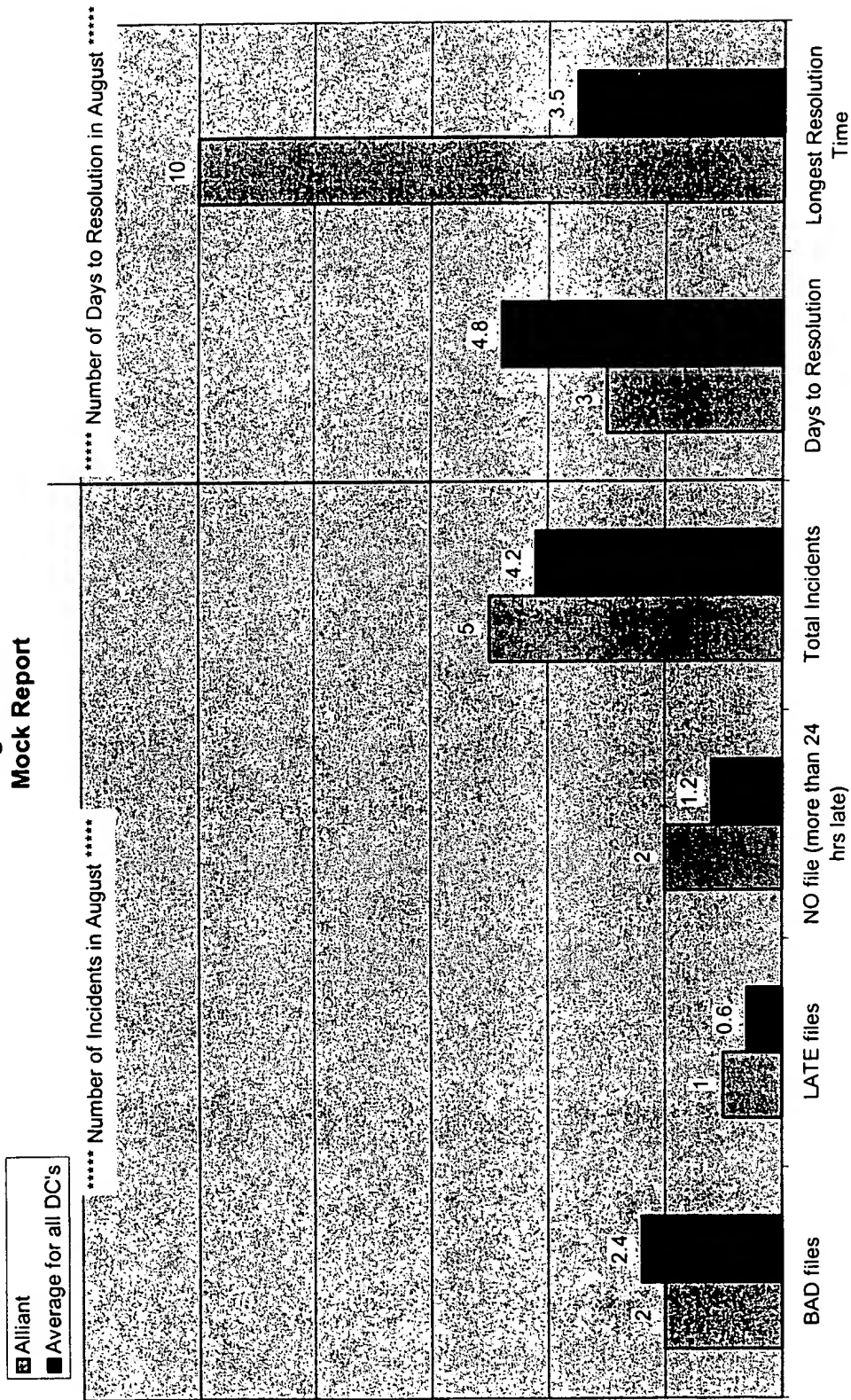


FIG. 31

709040 96891860

3200



Service Level Reporting

August

| | Fill Rate | On - Time | Perfect Order |
|------------------------|-----------|-----------|---------------|
| Alliant-Paducah | 99.14% | | |
| Alliant-Topoka | | | |
| Alliant Wixom | 99.05% | | |
| King-Atlanta | 99.34% | | 78.70% |
| King-Jacksonville | | | |
| King-Louisville | | | |
| Maines 29 Conklin | 99.41% | | 79.25% |
| Maines 30 Cleveland | | | |
| Maines Long Island | 99.41% | | |
| Maines New England | | | |
| MBM Fullerton | 99.13% | | 79.83% |
| MBM Lewisville | | | #DIV/0! |
| MBM Orlando | | | #DIV/0! |
| MBM Rocky Mount | 99.13% | | #DIV/0! |
| McCabe's | | | |
| McLane Lubbock | #DIV/0! | #DIV/0! | #DIV/0! |
| Nicholas & Co. | | | |
| PFD Supply | 99.16% | | |
| PFG Victoria | 99.42% | #DIV/0! | |
| PYA/Monarch | 99.20% | | |
| Reinhart-Cedar Rapids | 99.05% | | |
| Reinhart-Oak Creek | 99.31% | | |
| Reinhart-Rogers | | | |
| Restaurants NW | 99.03% | 99.07% | 80.7% |
| Shamrock Commerce City | | | |
| Shamrock Phoenix | 98.81% | 97.89% | 85.3% |
| Synga Harrisburg | | | |
| Synga Stockton | | | |
| Sysco | | | |

| | Fill Rate | On - Time | Perfect Order |
|---------|-----------|-----------|---------------|
| BKC Min | 98.50% | 90.00% | 78.00% |
| RSI Min | 98.50% | 90.00% | 80.00% |

| |
|----------------------|
| OK |
| Didn't meet RSI Min. |
| Didn't meet BK Min. |

FIG. 32

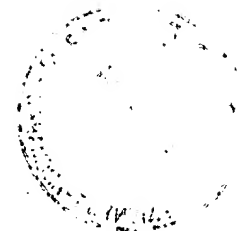


FIG. 33

3300

Vendor:

XYZ Company

Time Period:

Aug-00

3300

Delivery Statistics:

DC Requested Lead-Time
DC Adherence to Lead-Time
Days Delivery Late
On-Time Delivery Percentage
Hours Delivery Late

| |
|------|
| 4 |
| 95% |
| 1.7 |
| 95% |
| 0.93 |

Inventory Management:

Average Days On Hand
SKU #1
SKU #2
Max Days On Hand
SKU #1
SKU #2

| |
|----|
| 19 |
| 22 |
| 40 |
| 32 |

Invoice, Payment and Pricing:

Days for Payment
Monthly FOB Variance
Monthly Freight Variance
Monthly Total Variance

| |
|-----------|
| 12 |
| \$ 30,152 |
| \$ 3,594 |
| \$ 33,746 |

Monthly Carrying Cost
SKU #1
SKU #2
Average as % FOB

| |
|-----------|
| \$ 42,513 |
| \$ 12,589 |
| 1.25% |

Invoice Accuracy:

Invoice Fill Rate
PO Accepted Rate
Perfect Order Percentage

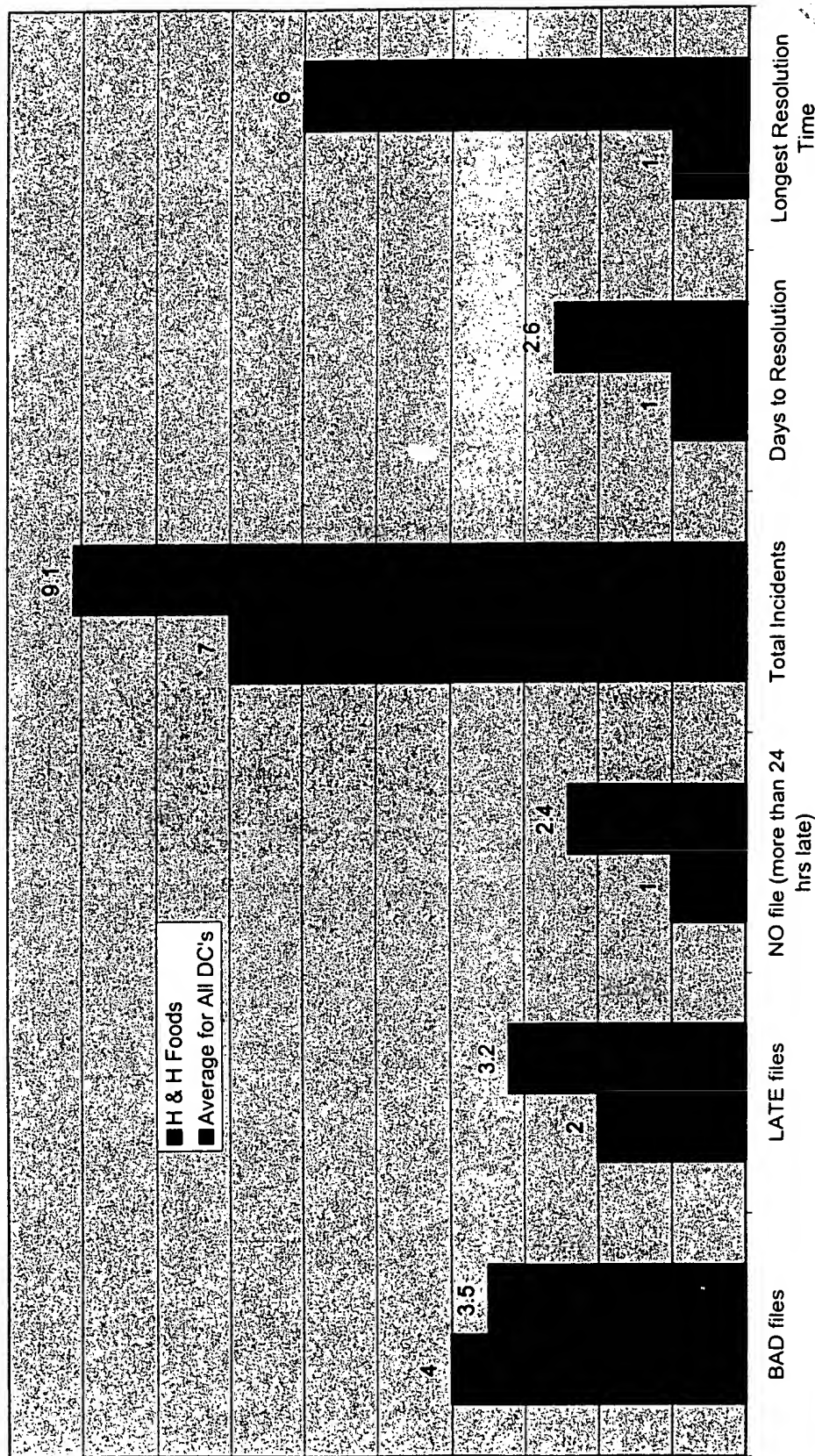
| |
|--------|
| 97.25% |
| 99.00% |
| 92.34% |

709020-9689T860

FIG. 34

H & H Foods - Monthly Supplier Data Feed Performance
August 2000
Mock Report

3400 ↗





3500

FIG. 35

Service Level Reporting November - Mock Report

| | Monthly Total Overcharge | Perfect Order Percentage | Monthly Carrying % Invoice FOB |
|---------------------------------|-----------------------------|-----------------------------|-----------------------------------|
| GOODIES | | | |
| COMARK INSTRUMENTS, INC. | | | |
| WHITEFORD FOODS, INC. | | | |
| LEPAGE BAKERY / COUNTRY KITCHEN | | | |
| NCR-SYSTEMEDIA | | | |
| SIGNATURE MEATS GROUP | | | |
| SCHWEBEL'S BAKING CO. | | | |
| MAUI CUP | | | |
| MIRA PLASTICS | | | |
| DIXIE PRODUCE & PACKAGING | | | |
| NORLAKE, INC. | | | |
| FORT JAMES OPERATING COMPANY | | | |
| FRESH ADVANTAGE, KG | | | |
| SILVER KING, MN CORP. | | | |
| TYSON FOODS | | | |
| READY ACCESS | | | |
| GEORGIA PACIFIC/TISSUE | | | |
| CLOUGHERTY PACKING | | | |
| BEVERAGE AIR | | | |
| COMPONENT HARDWARE GROUP, INC. | | | |
| COCA - COLA USA | | | |
| TOASTMASTER | | | |
| GRANT COUNTY FOODS | | | |
| FRESH EXPRESS | | | |
| TAYLOR FARMS | | | |
| MODULAR DISPENSING SYSTEM | | | |
| CENTURY PRODUCTS, LLC | | | |
| ROSE PACKING COMPANY | | | |

| Monthly Total Overcharge | Perfect Order Percentage | Monthly Carrying % Invoice FOB |
|-----------------------------|-----------------------------|-----------------------------------|
| \$5,000.00 | 92.00% | 3.00% |

| |
|----------------------|
| OK |
| Didn't meet RSI Min. |

3600

Mock Report/1

| | FY 01 | Oct-00 | Nov-00 | Dec-00 | Jan-01 | Feb-01 | Mar-01 | Apr-01 | May-01 |
|--|-------|--------|--------|--------|--------|--------|--------|--------|--------|
|--|-------|--------|--------|--------|--------|--------|--------|--------|--------|

Food Cost Index

| | | | | | | | | | |
|------------|-------|-------|-------|-------|--------|--------|--------|--------|-------|
| Plan | 99.75 | 99.69 | 99.20 | 98.63 | 100.33 | 100.49 | 101.12 | 100.44 | 99.92 |
| Actual | | 99.10 | 98.90 | | | | | | |
| Variance | | 0.59 | | | | | | | |
| Good/(Bad) | | | 0.30 | | | | | | |

Total Dollar Purchases (in Millions) /2

| | | | | | | | | | |
|------------|------------|----------|----------|----------|----------|----------|----------|----------|----------|
| Plan | \$2,237.24 | \$183.98 | \$182.73 | \$184.54 | \$187.33 | \$187.03 | \$189.14 | \$187.47 | \$186.83 |
| Actual | | \$182.84 | \$182.08 | | | | | | |
| Variance | | \$1.14 | \$0.65 | | | | | | |
| Good/(Bad) | | 0.6% | 0.4% | | | | | | |

/1 Includes on food cost index items.

/2 Based on FY 99 Sales Volumes

FIG. 36

09816896-070501

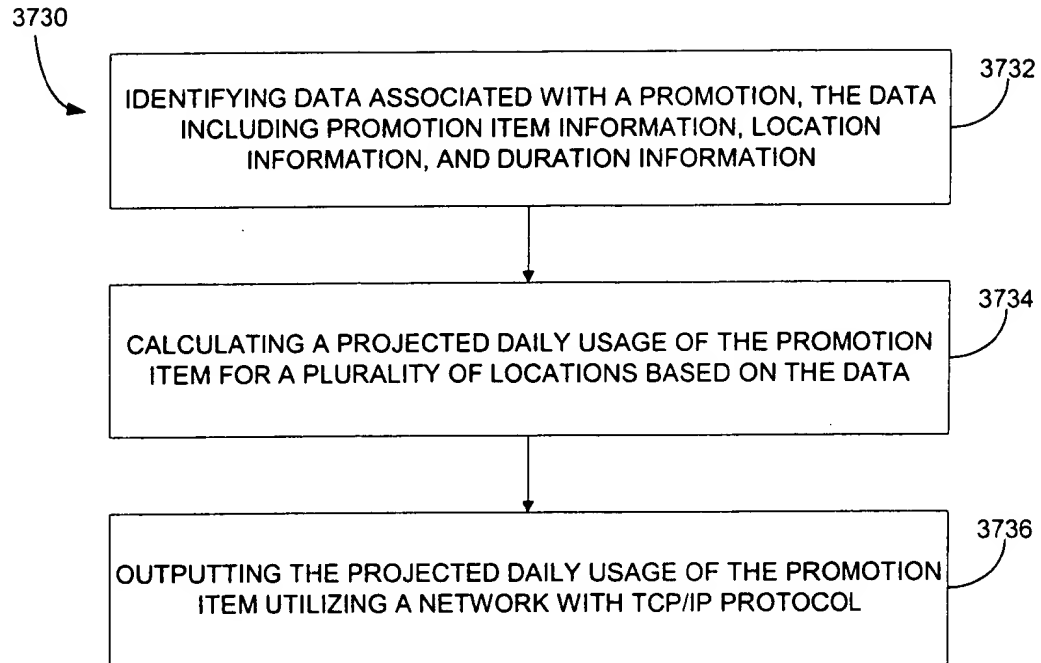


FIG. 37

0916896-070601

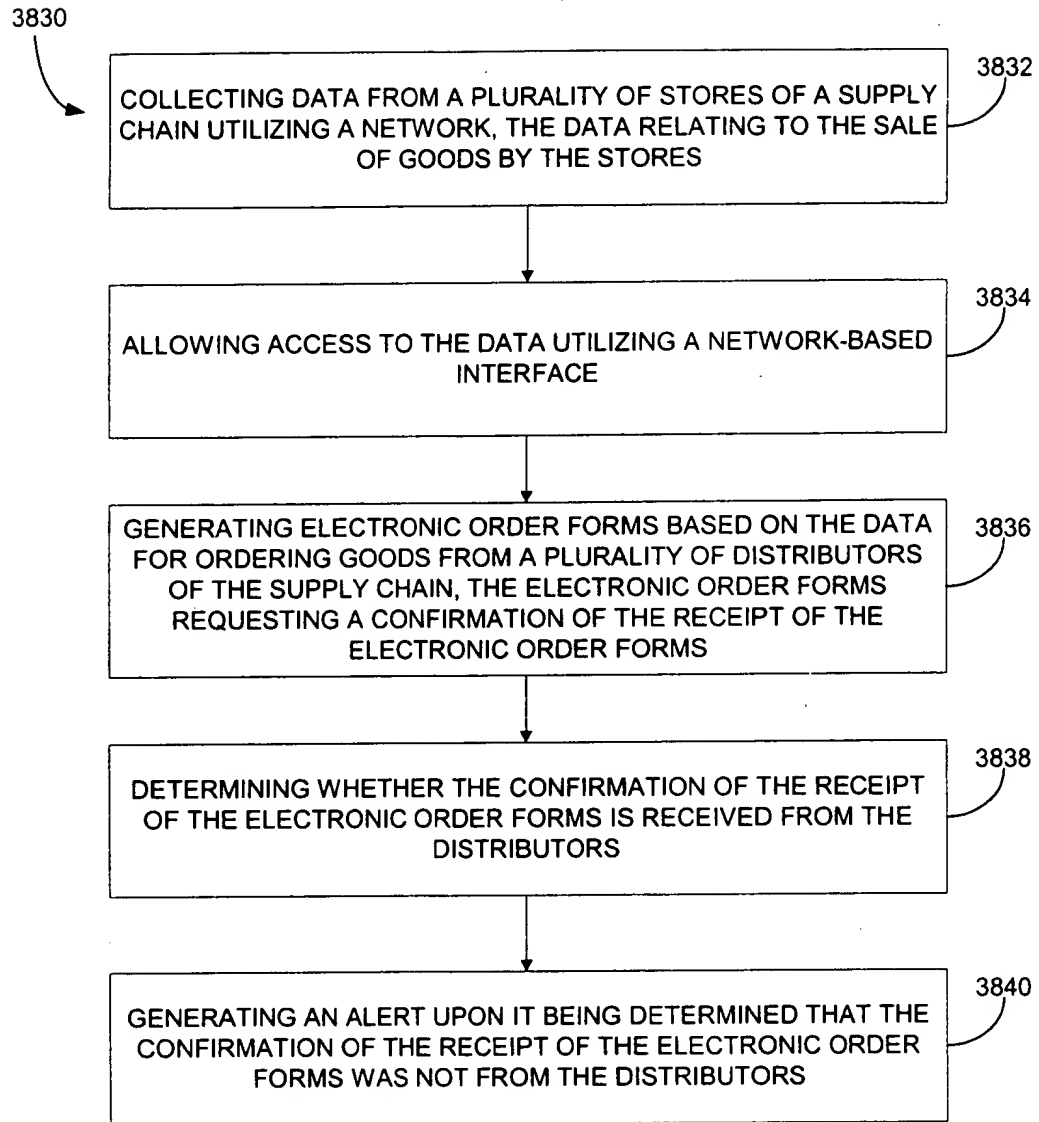


FIG. 38

09315895-070601

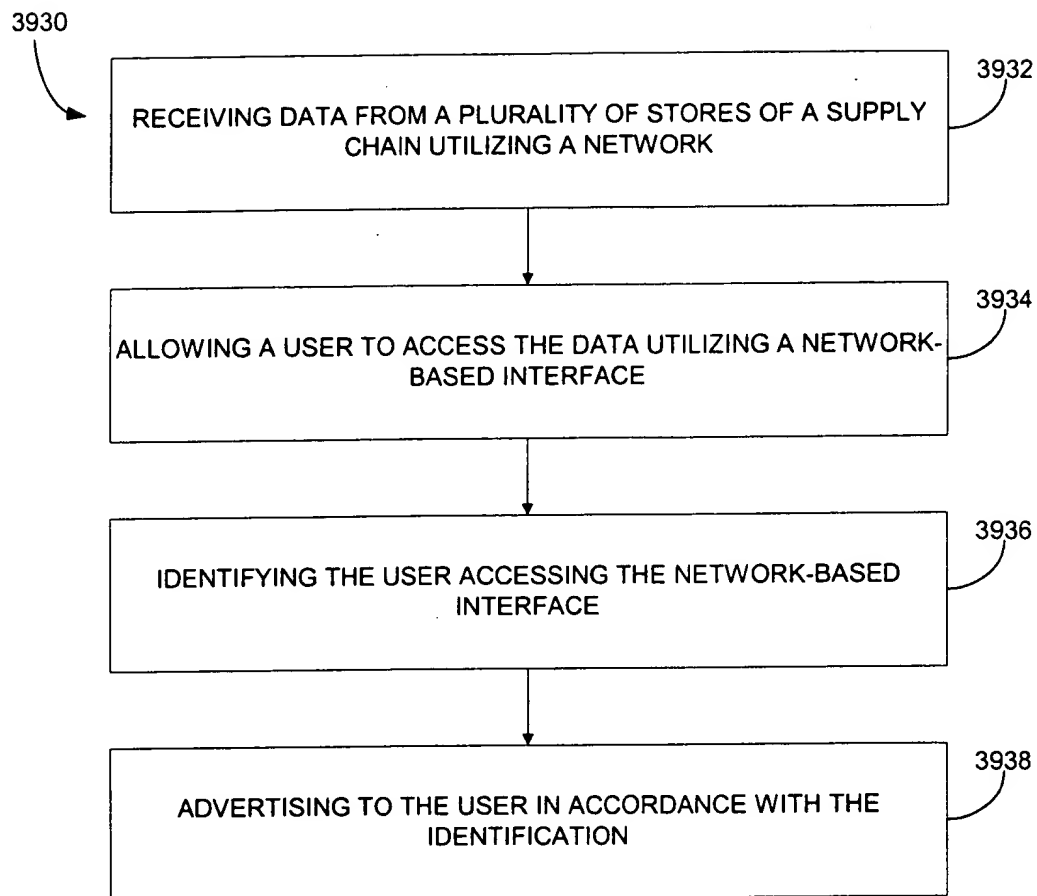


FIG. 39

09816896-070501
T09020-9689T860

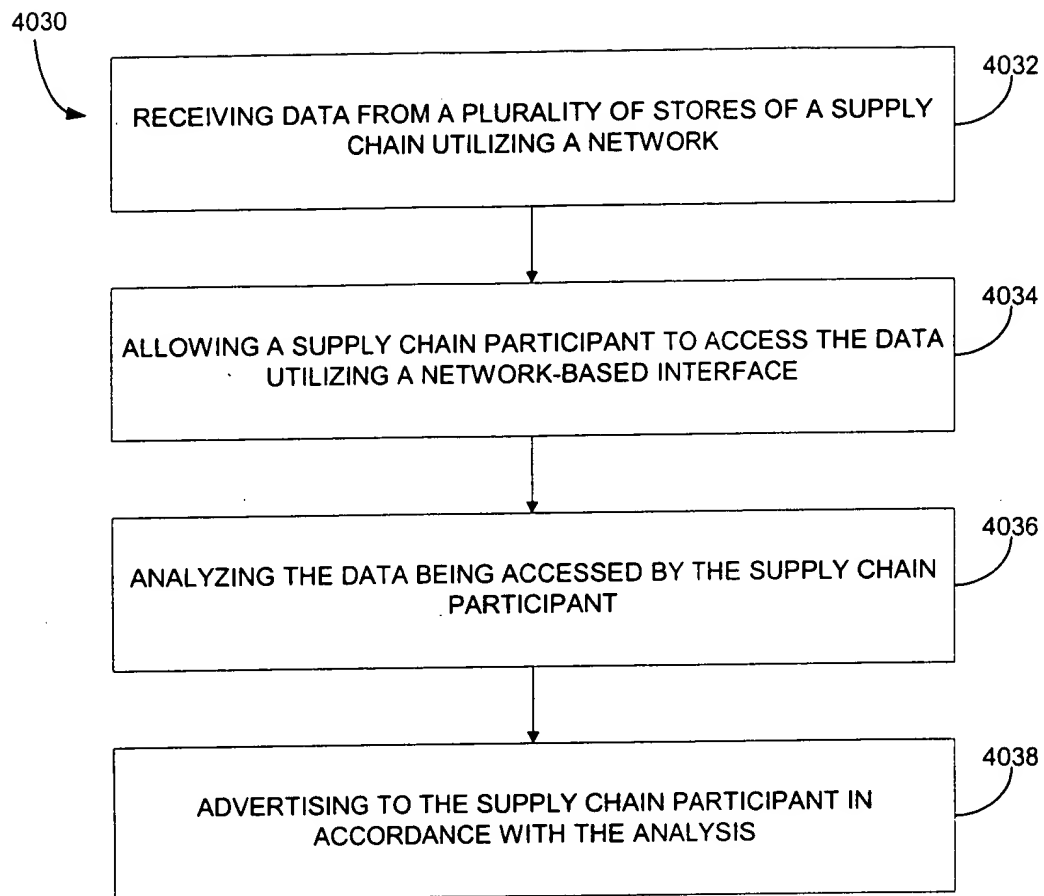


FIG. 40

09816896-070601
T03020" 9689T860

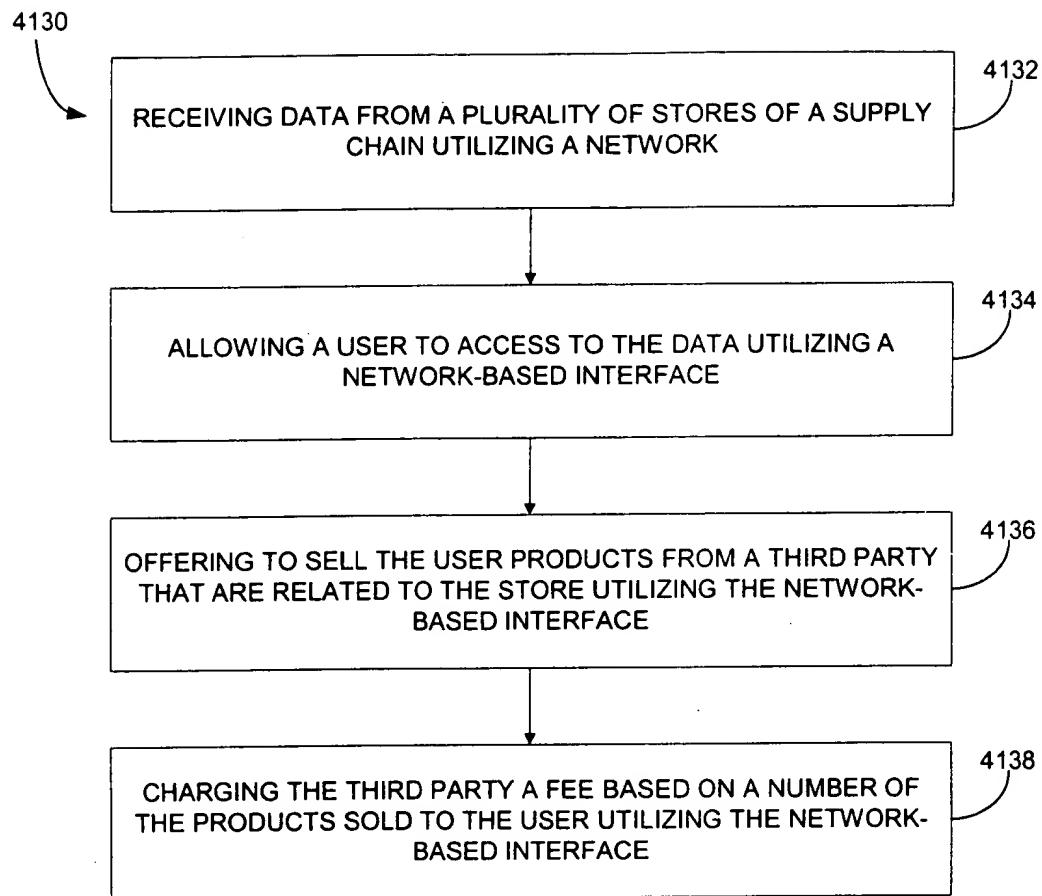


FIG. 41

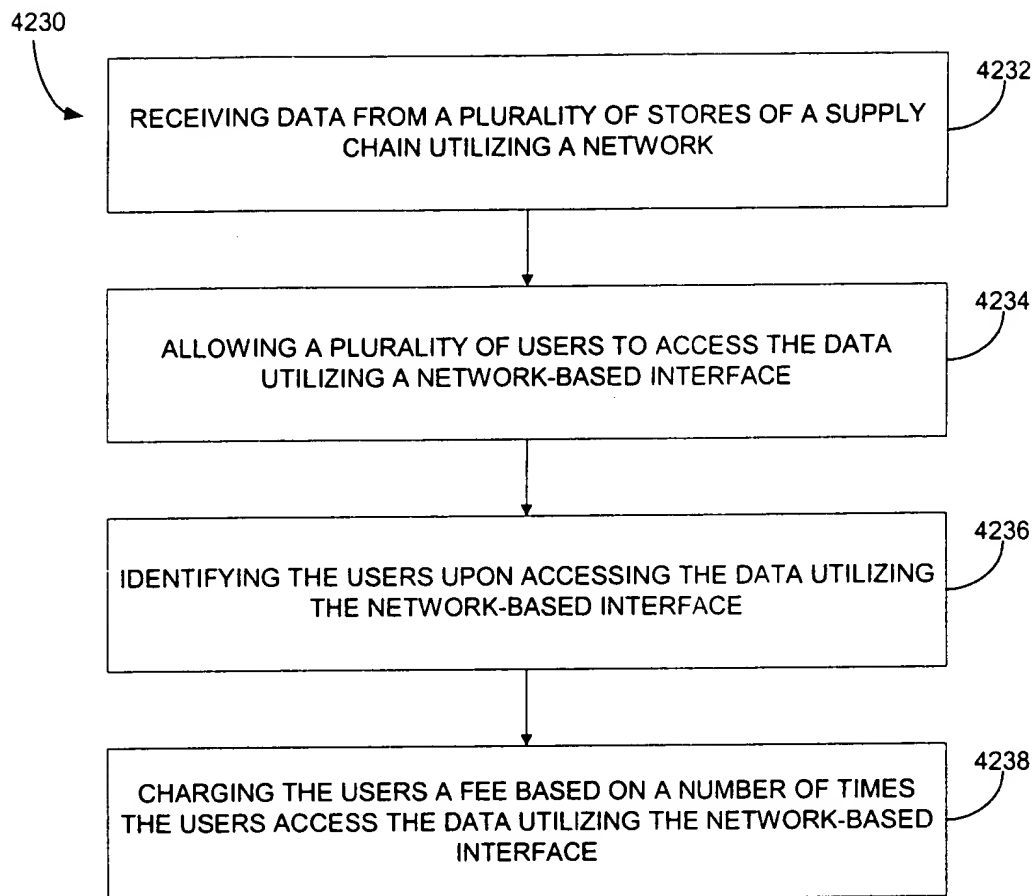


FIG. 42

09816396-070601

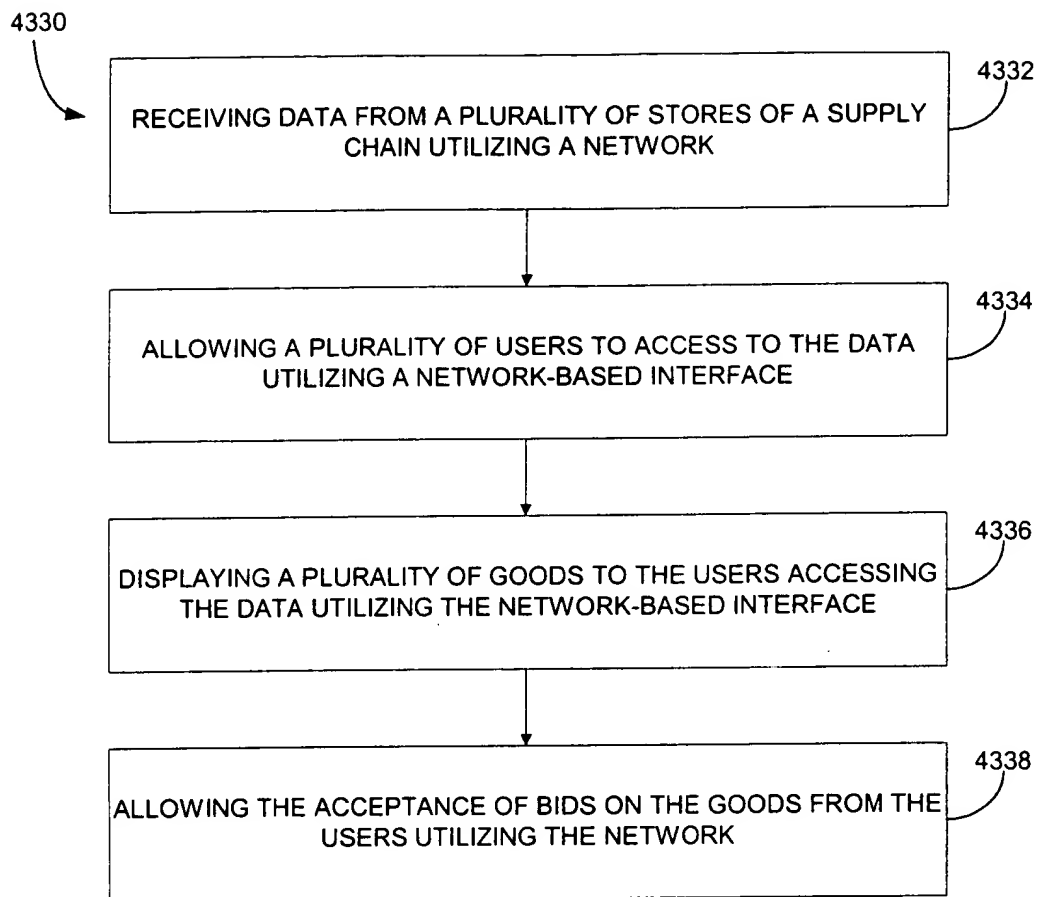


FIG. 43A

09816896-070601

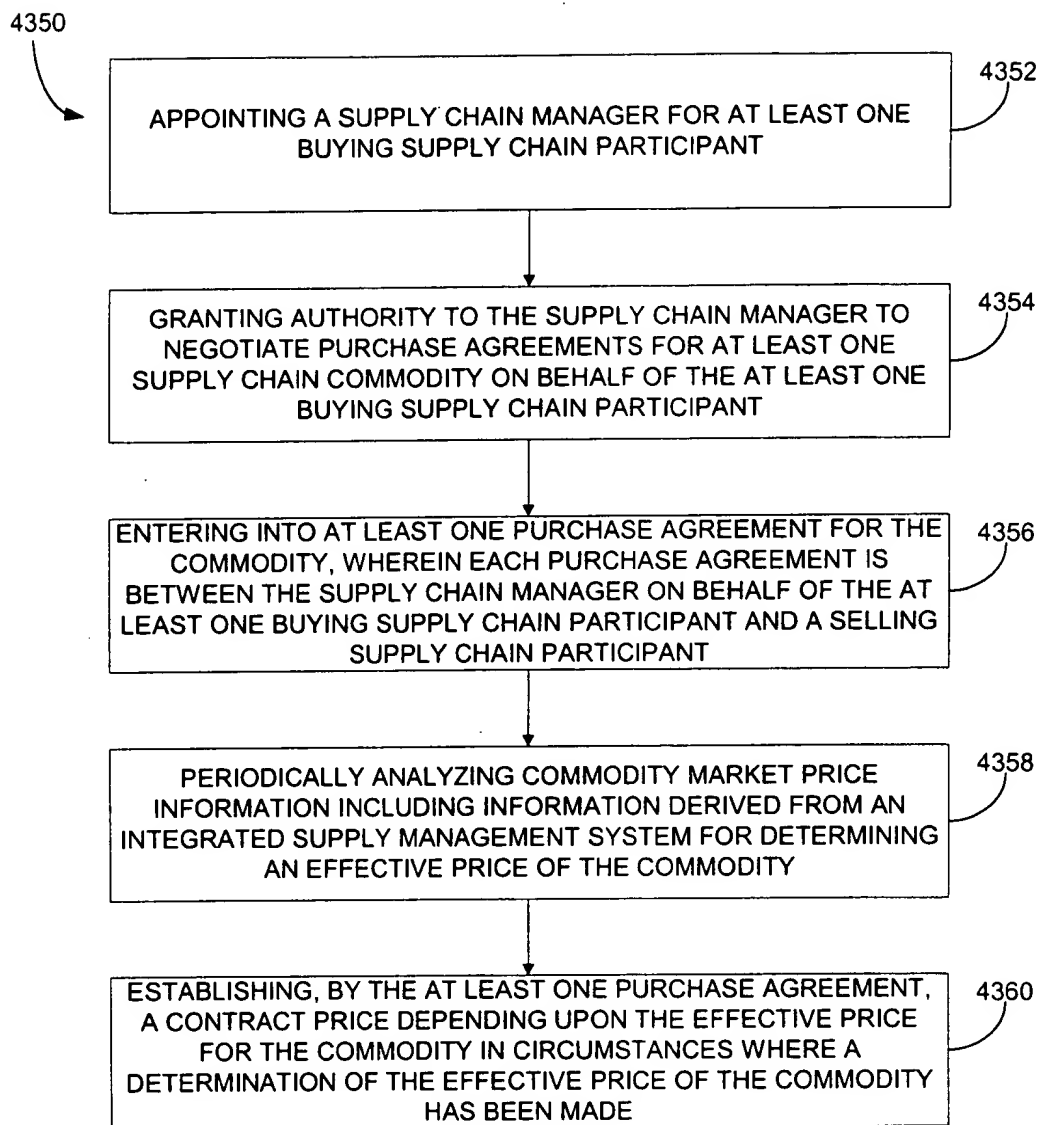


FIG. 43B

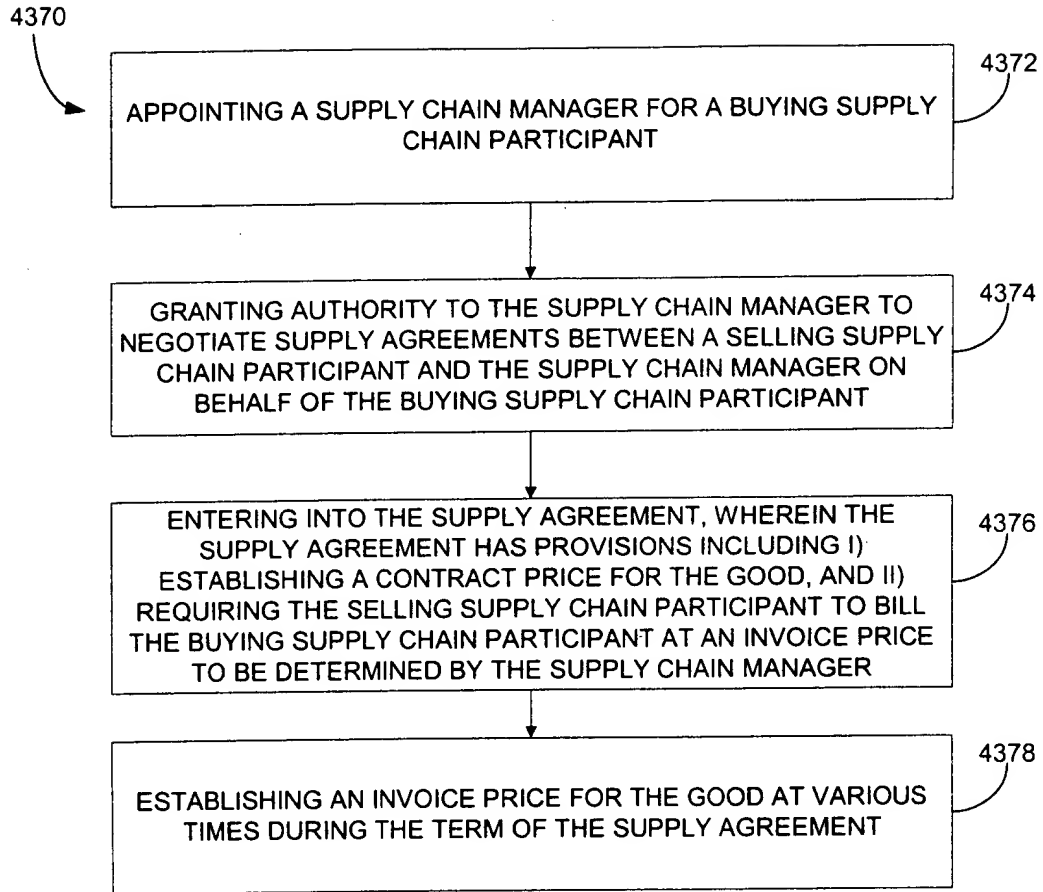


FIG. 43C

109020-9689F860

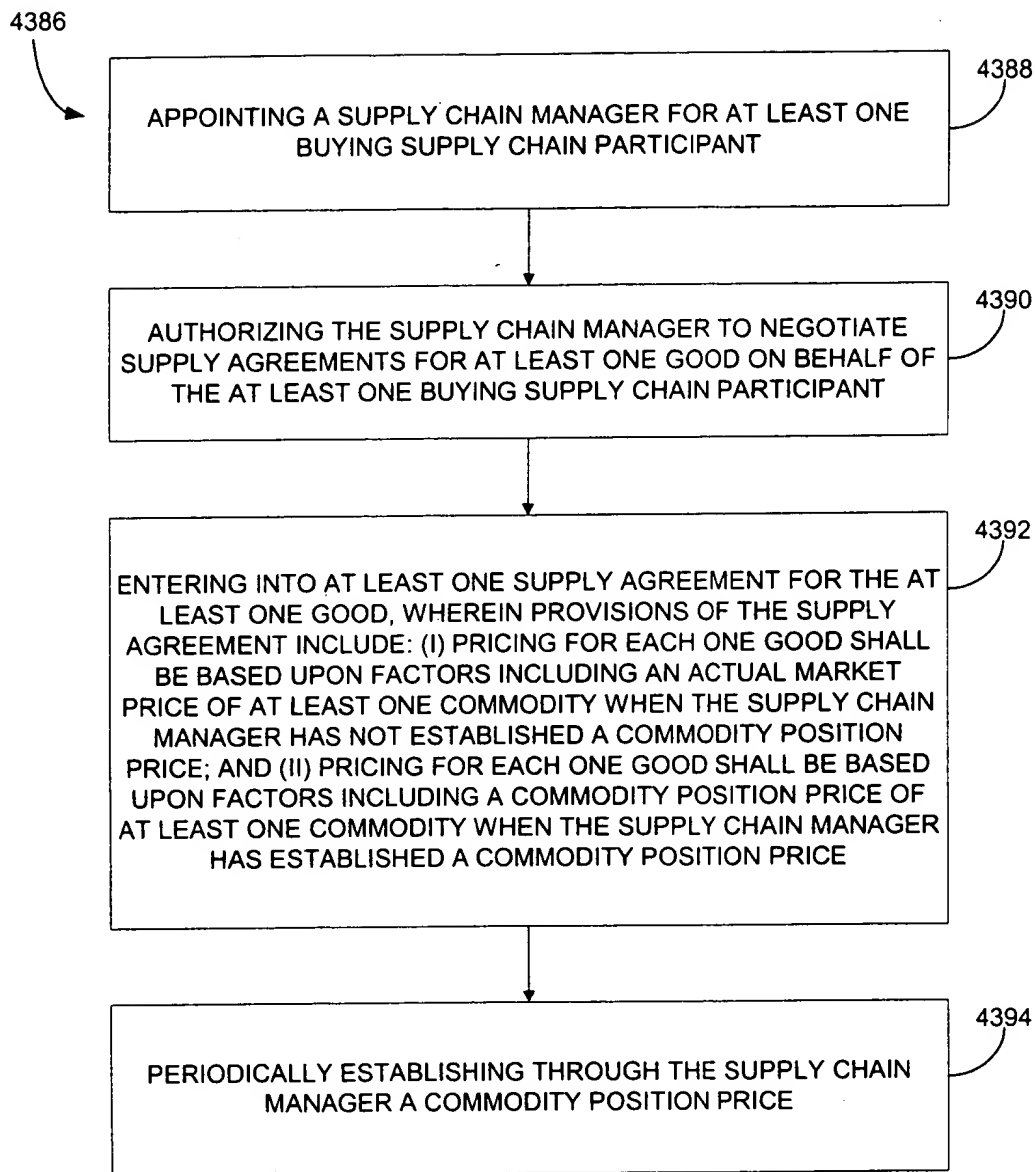


FIG. 43D

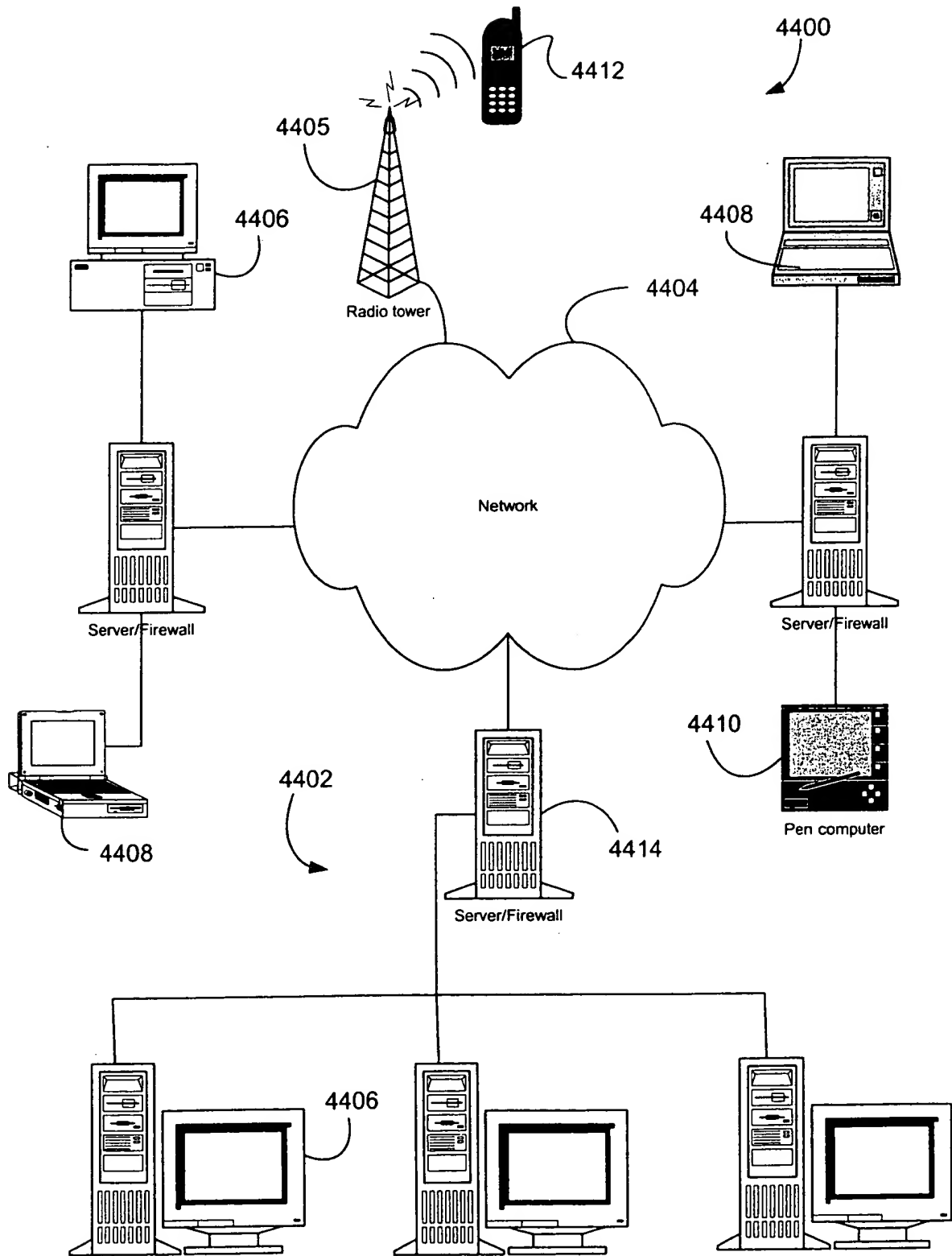


FIG. 44

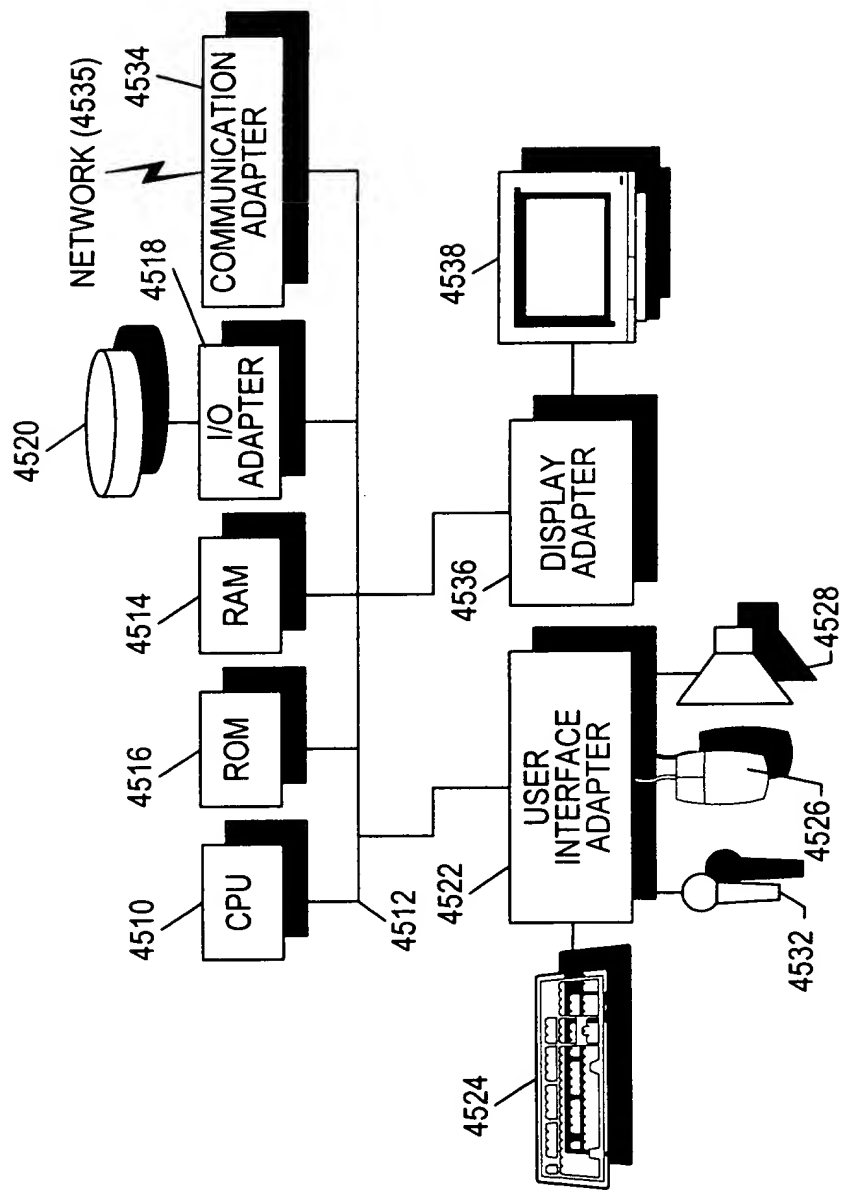


FIG. 45

0916896.070601

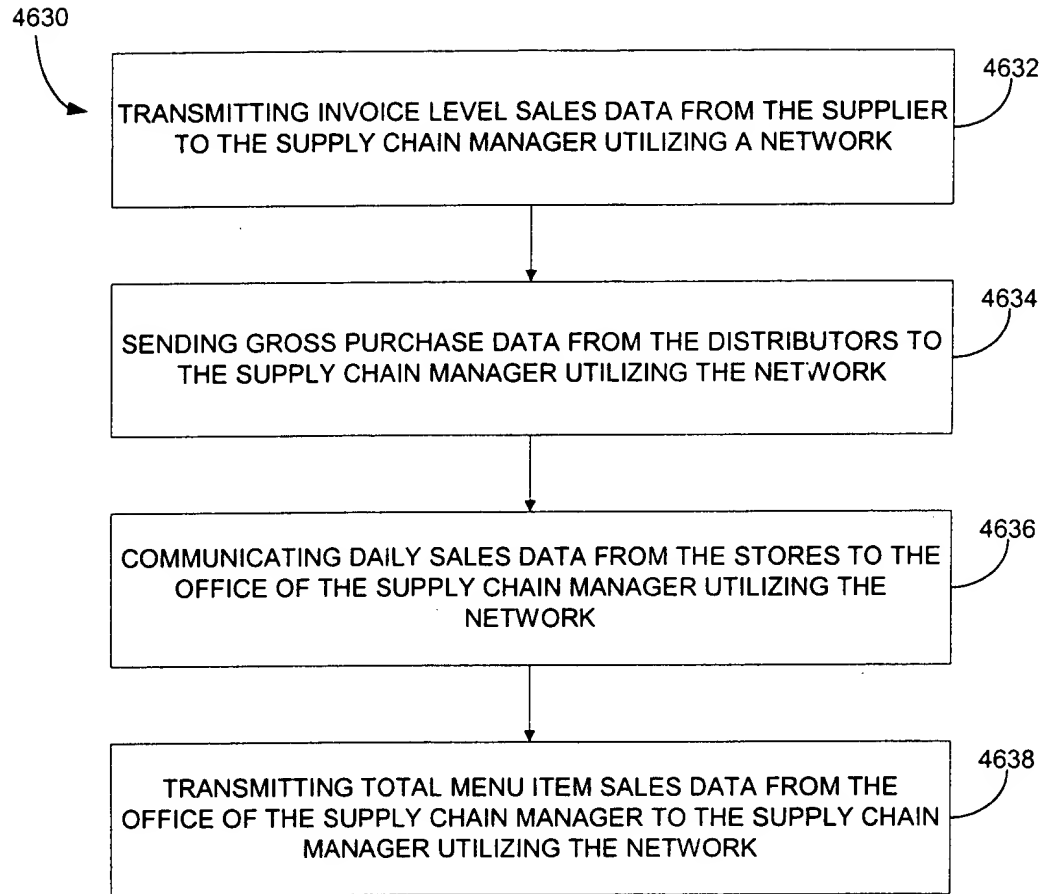


FIG. 46

09816896-070601
T09020-9689T860

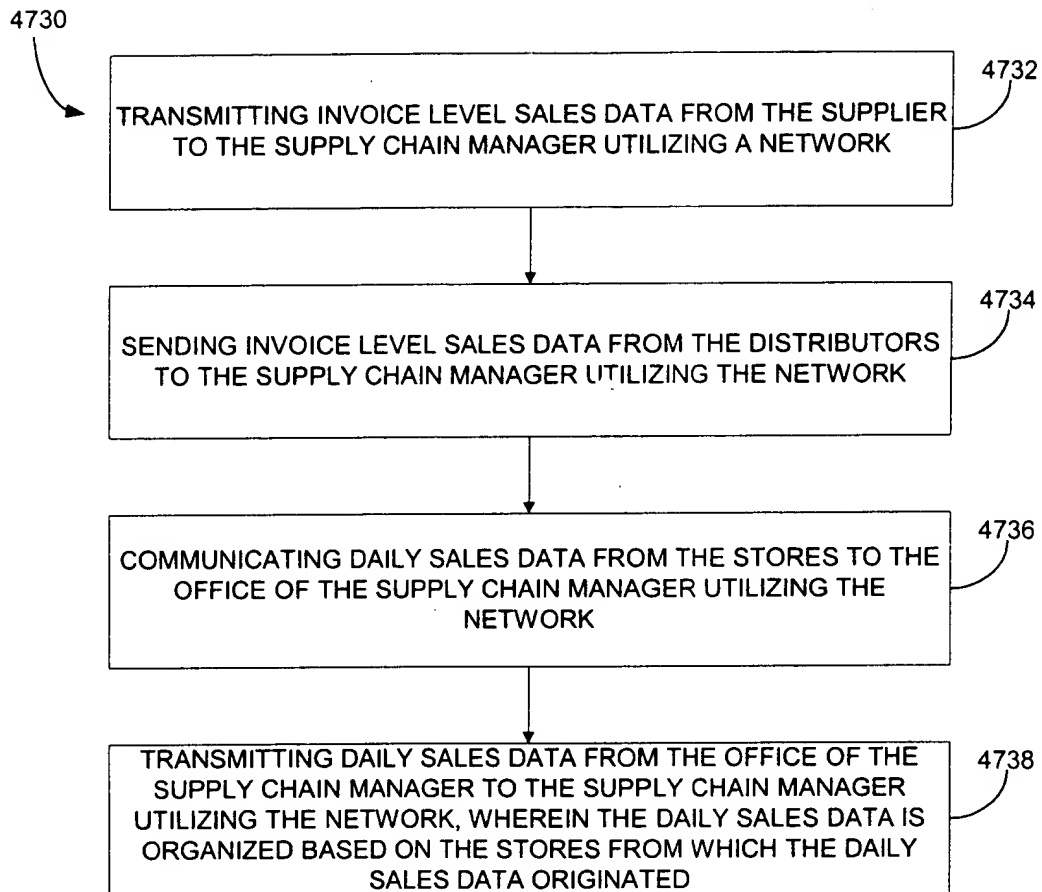


FIG. 47

0991696-070601

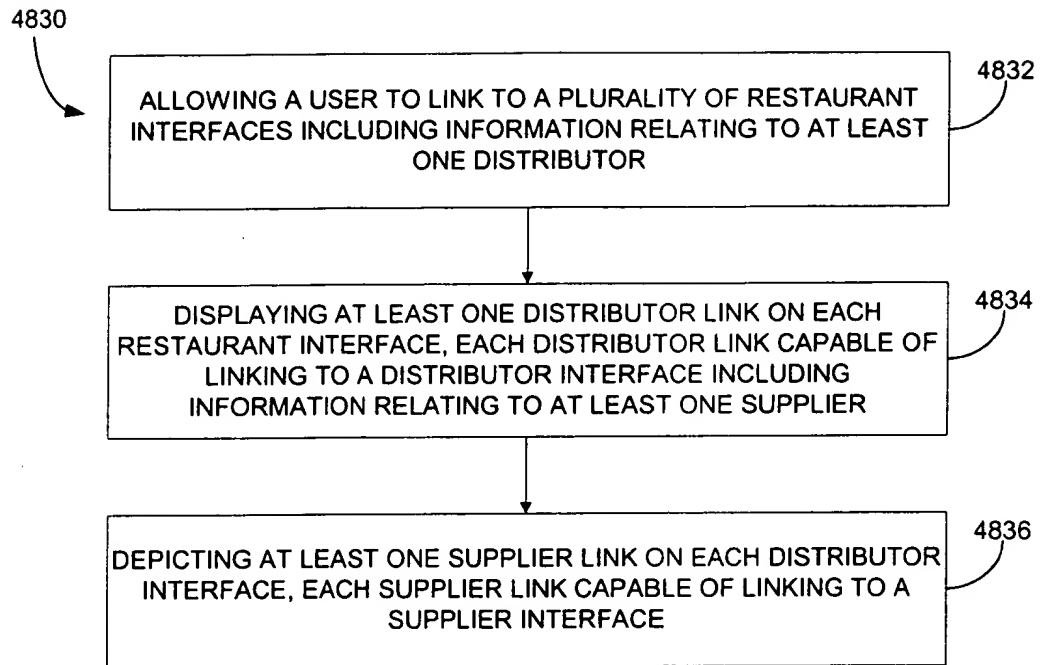


FIG. 48

FIG. 49

TS09020" 9689T860

RSI Main Menu - Microsoft Internet Explorer

File Edit View Favorites Tools Help

Address http://www.isiweb.com/home/stat.asp

RSI

Member

LOGOUT

HOME

Franchisee

Reports

Personal Info

Legal Information

Help

5004

5006

5002

5008

5010

5012

5000

Welcome Franchisee User! Tuesday, October 24, 2000

REMINDER BK Cravers Menu items will continue to be offered after national advertising ends November 5

Franchisee

5006

Contains electronic version of the RSI Technology Guide to the P.O.S. Systems.

Redbook

More

Reports

5008

The Distributor's costs for products that are purchased under RSI contracts - the basis for the price paid by the restaurants for distribution services.

Landed Cost

More

Personal Info

5010

Change Password

Edit Personal Info

Edit your personal information.

More

Legal Information

5012

Terms and conditions of usage and Privacy Statement.

5000

©2000 Restaurant Services, Inc. All Rights Reserved.

Internet

FIG. 50

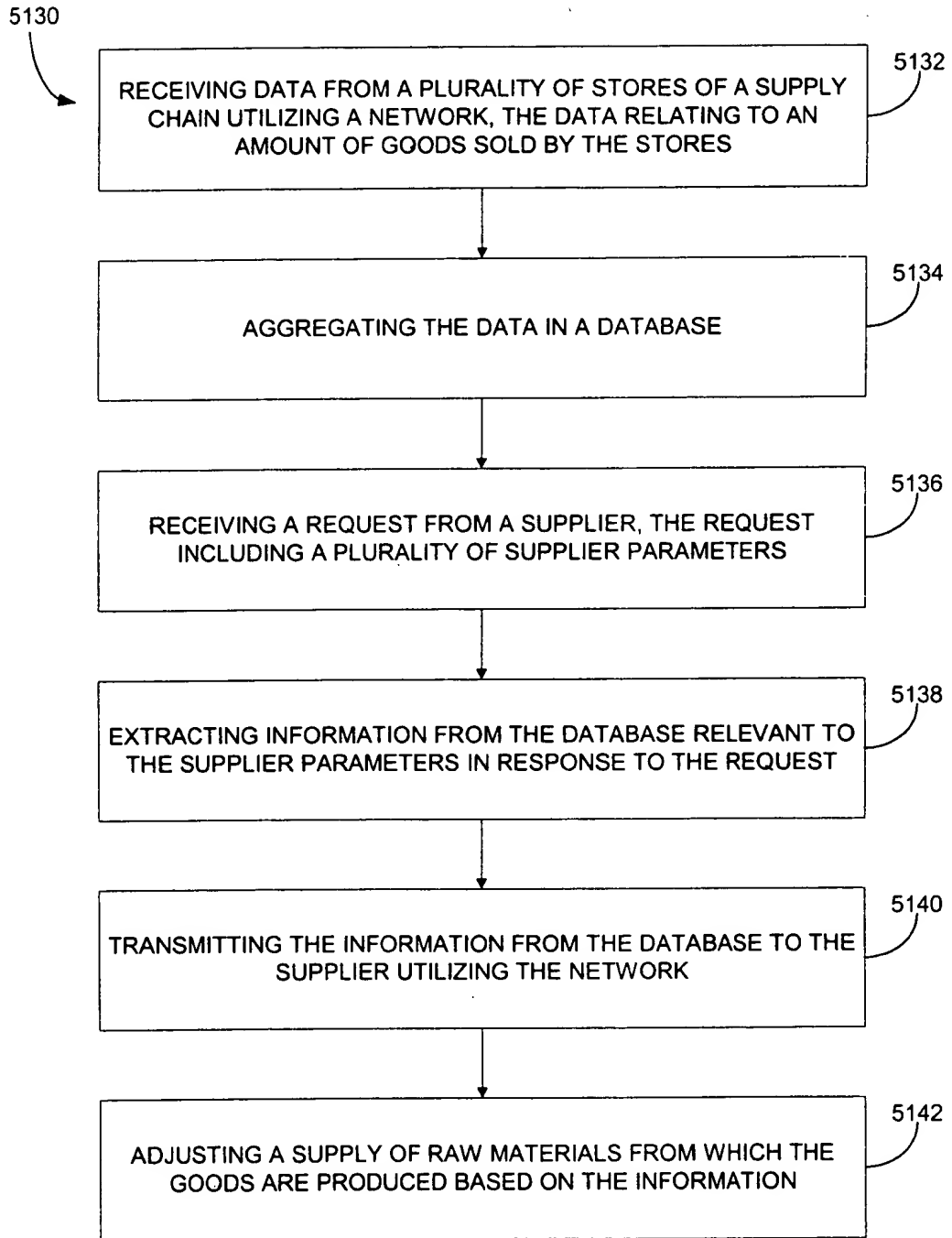


FIG. 51

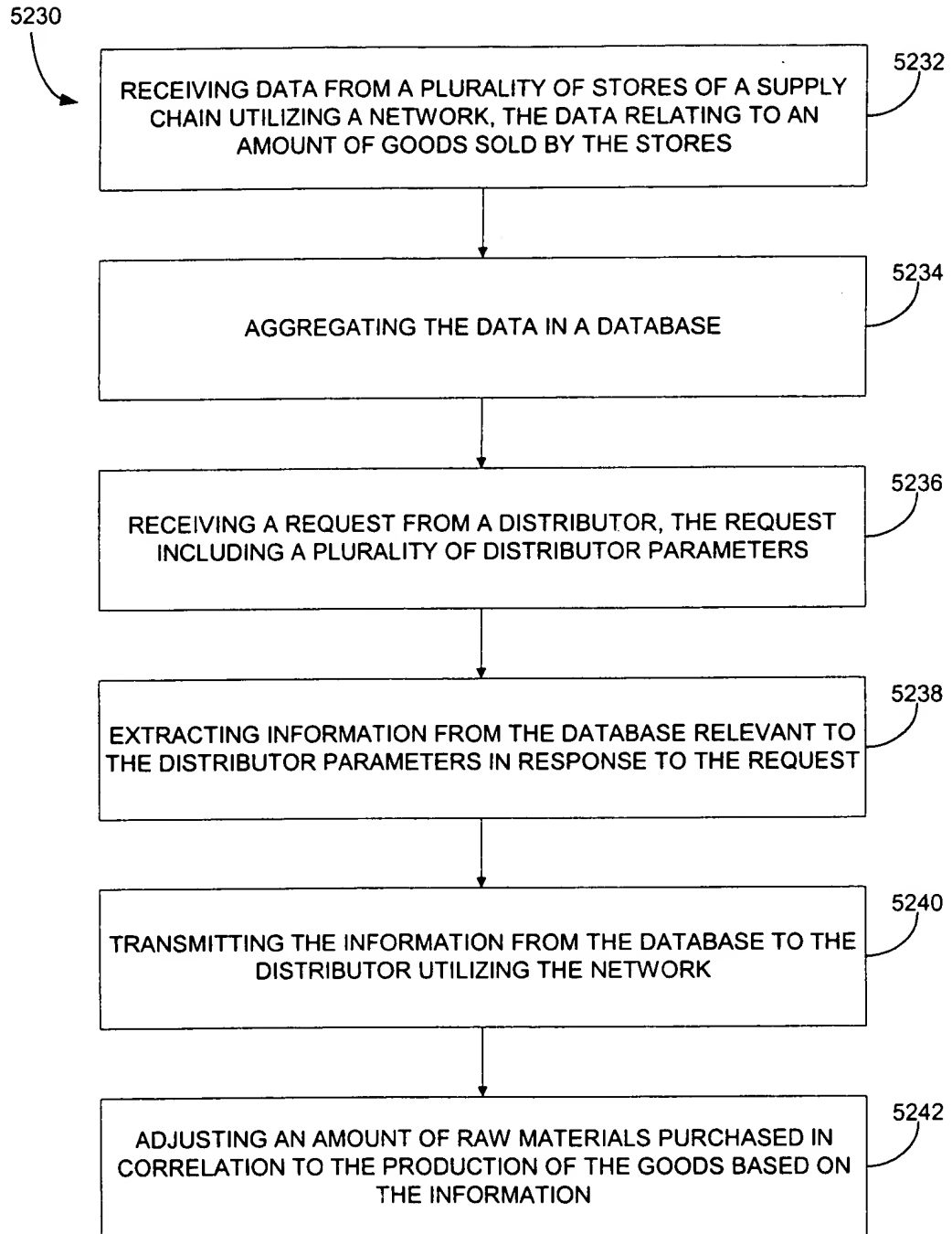


FIG. 52

FO9020"9689T860

RSI
Distributor

LOGOUT

HOME

Reports

Personal Info

Legal Information

Help

POS Implied Daily Usage - Distributor - Microsoft Internet Explorer

Printer Friendly Version

POS Implied Daily Usage - Distributor
Tuesday, October 24, 2000

Distribution Company: REINHART FOODSERVICE
Distribution Center: REINHART - CEDAR RAPIDS, IA

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5300

| EOC Item No | Item Description | 14 Day Avg | 14 Day Rolling Total Cases | | | | | | | | | | | | | | Week Ending Total | | | |
|-------------|--------------------------|------------|----------------------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------------------|-------|-------|------|
| | | | 10/23 | 10/24 | 10/25 | 10/26 | 10/27 | 10/28 | 10/29 | 10/30 | 10/31 | 11/01 | 11/02 | 11/03 | 11/04 | 11/05 | 11/06 | 11/07 | 11/08 | |
| 18888 | SAUCE:BBQ BULK BULLSEYE | 0.00% | 13 | 21 | 23 | 18 | 10 | 10 | 10 | 14 | 13 | 14 | 19 | 21 | 16 | 13 | 100 | 90 | 80 | 72 |
| 20788 | MUSTARD: BULK BK | 0.00% | 12 | 19 | 20 | 16 | 14 | 14 | 14 | 13 | 14 | 19 | 19 | 19 | 16 | 15 | 110 | 104 | 104 | 100 |
| 24340 | MAYONNAISE: BULK BK | 0.00% | 34 | 197 | 211 | 173 | 166 | 164 | 153 | 150 | 200 | 200 | 200 | 175 | 155 | 161 | 1184 | 1140 | 1142 | 1109 |
| 24980 | STRAW: WRAPPED 7.75" BK | 0.00% | 21 | 33 | 34 | 27 | 25 | 24 | 24 | 24 | 34 | 33 | 33 | 27 | 24 | 24 | 189 | 179 | 188 | 178 |
| 26318 | FORK: WRAPPED BULK BK | 0.00% | 10 | 11 | 12 | 10 | 9 | 9 | 9 | 11 | 12 | 11 | 11 | 10 | 9 | 9 | 70 | 71 | 60 | 68 |
| 25462 | KNIFE: WRAPPED BULK BK | 0.00% | 3 | 3 | 3 | 3 | 2 | 2 | 2 | 3 | 3 | 3 | 3 | 3 | 2 | 2 | 18 | 15 | 8 | 9 |
| 27682 | KETCHUP: BULK BAG IN BOX | 0.00% | 89 | 104 | 142 | 116 | 104 | 102 | 101 | 100 | 130 | 130 | 116 | 116 | 100 | 102 | 768 | 771 | 776 | 749 |
| 27680 | KETCHUP: PACKETS 10g BK | 0.00% | 127 | 194 | 205 | 180 | 143 | 142 | 139 | 144 | 197 | 197 | 160 | 142 | 140 | 140 | 1112 | 1070 | 1078 | 1044 |

Done

Internet

FIG. 53

709020"9689T860

Local DC Promotion Forecast Report - Microsoft Internet Explorer

Address

http://test.islink.com/dc/d_rptpromodel.asp?dc=26576

RSI

Distributor

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Help

Printer Friendly Version

REINHART - CEDAR RAPIDS, IA

Local Promotion Summary by DC

Tuesday, October 24, 2000

5400

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| Local Promotion Option | ADI | Start Date | Projected Qty Usage | Duration (In Weeks) | Participating Rest Count | Non-Participating Restaurants |
|------------------------|---------------------------------|------------|---------------------|---------------------|--------------------------|-------------------------------|
| 32 oz. Motor Cup | Chicago, IL | 5/1/00 | 85 | 99 | 8 | |
| | Davenport-Rt-Moline, IA | 6/1/00 | 85 | 32 | 17 | |
| | Des Moines-Ames, IA | 7/10/00 | 85 | 17 | 28 | |
| | Omaha, NE | 7/10/00 | 85 | 17 | 60 | |
| | Peoria, IL | 6/1/00 | 85 | 99 | 17 | |
| | Sioux City, IA | 6/25/00 | 85 | 99 | 10 | |
| | Springfield-Decatur-Chmpg, IL | 6/1/00 | 85 | 99 | 1 | |
| 32 oz. Motor Cup Total | | | | | 131 | |
| Big King | Cedar Rapids-Waterloo-Dubuq, IA | 4/15/00 | | 99 | 19 | |
| | Davenport-Rt-Moline, IA | 4/15/00 | | 99 | 17 | |
| | Ottumwa-Kirkville, IA | 4/15/00 | | 99 | 3 | |
| Big King Total | | | | | 39 | |
| Pancake Minis | Chicago, IL | 5/15/00 | 20 | 99 | 8 | |
| | Peoria, IL | 5/1/00 | 20 | 99 | 17 | |
| | Sioux City, IA | 4/15/00 | 20 | 99 | 10 | |
| Pancake Minis Total | | | | | 35 | |

Done

Internet

FIG. 54

[illegible]

[illegible]

5600

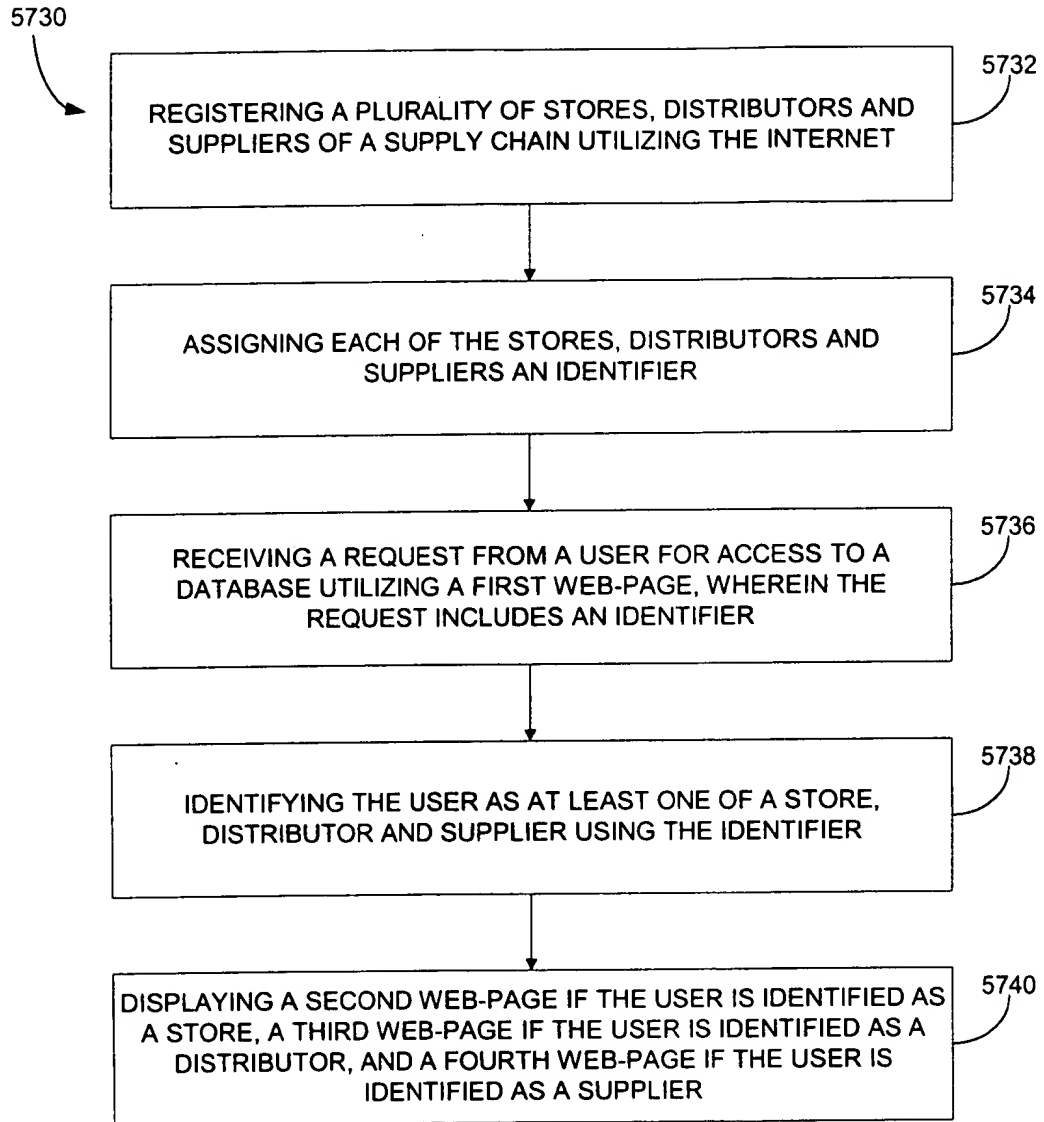


FIG. 57

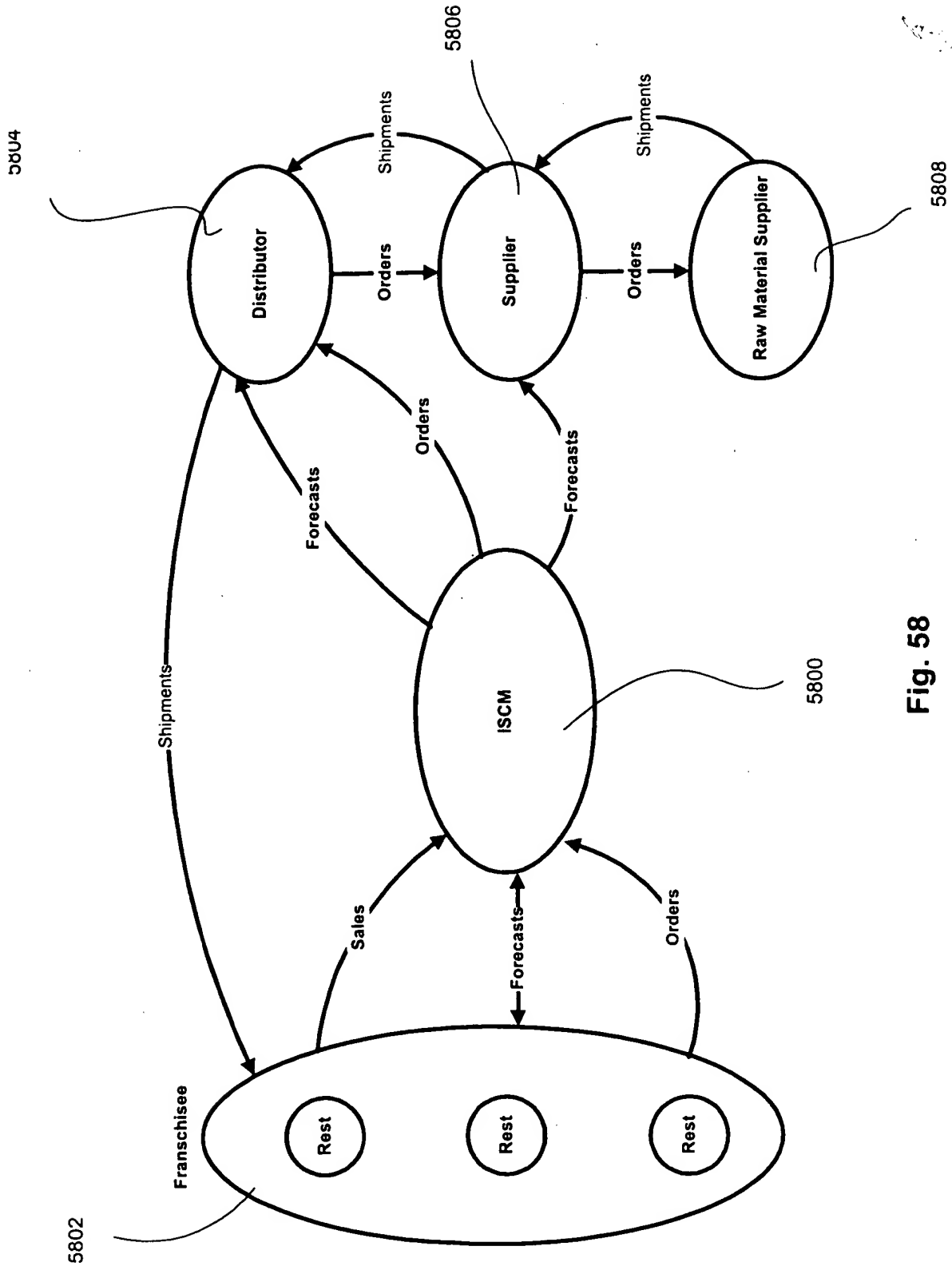


Fig. 58

09816895-070504
FO9020"9689T860

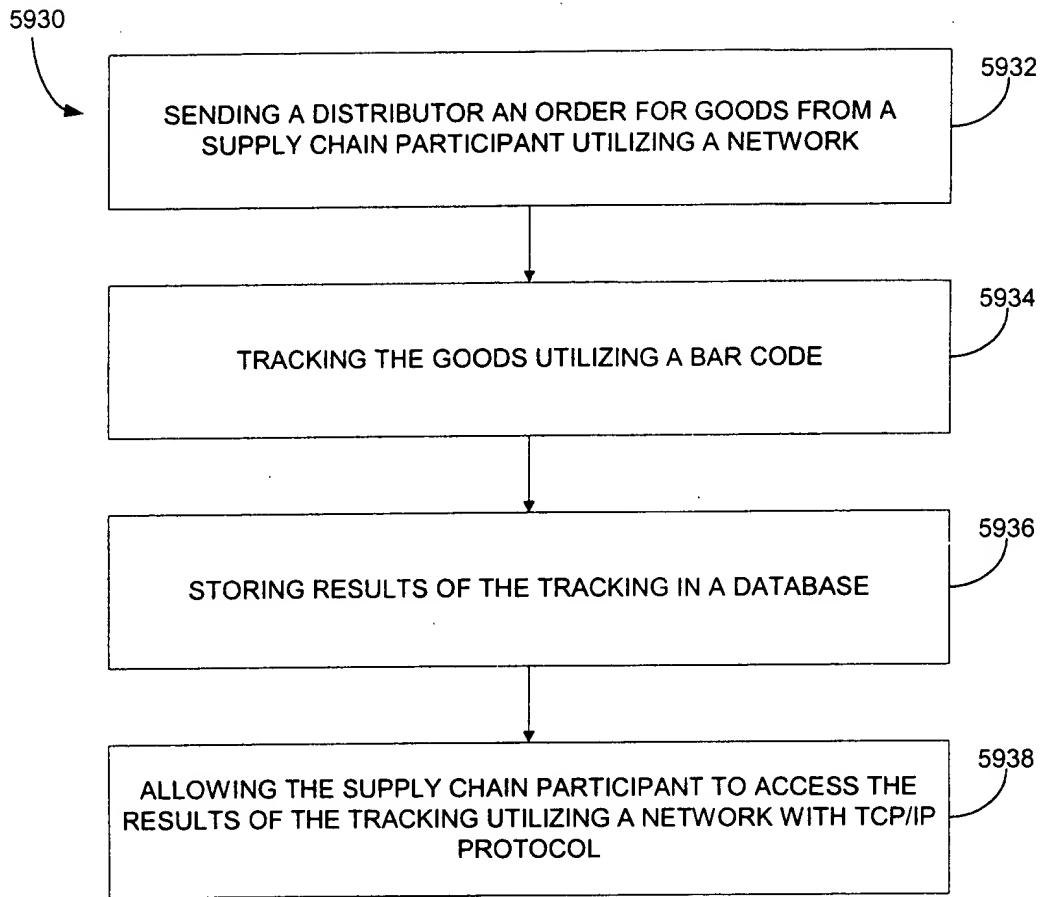


FIG. 59

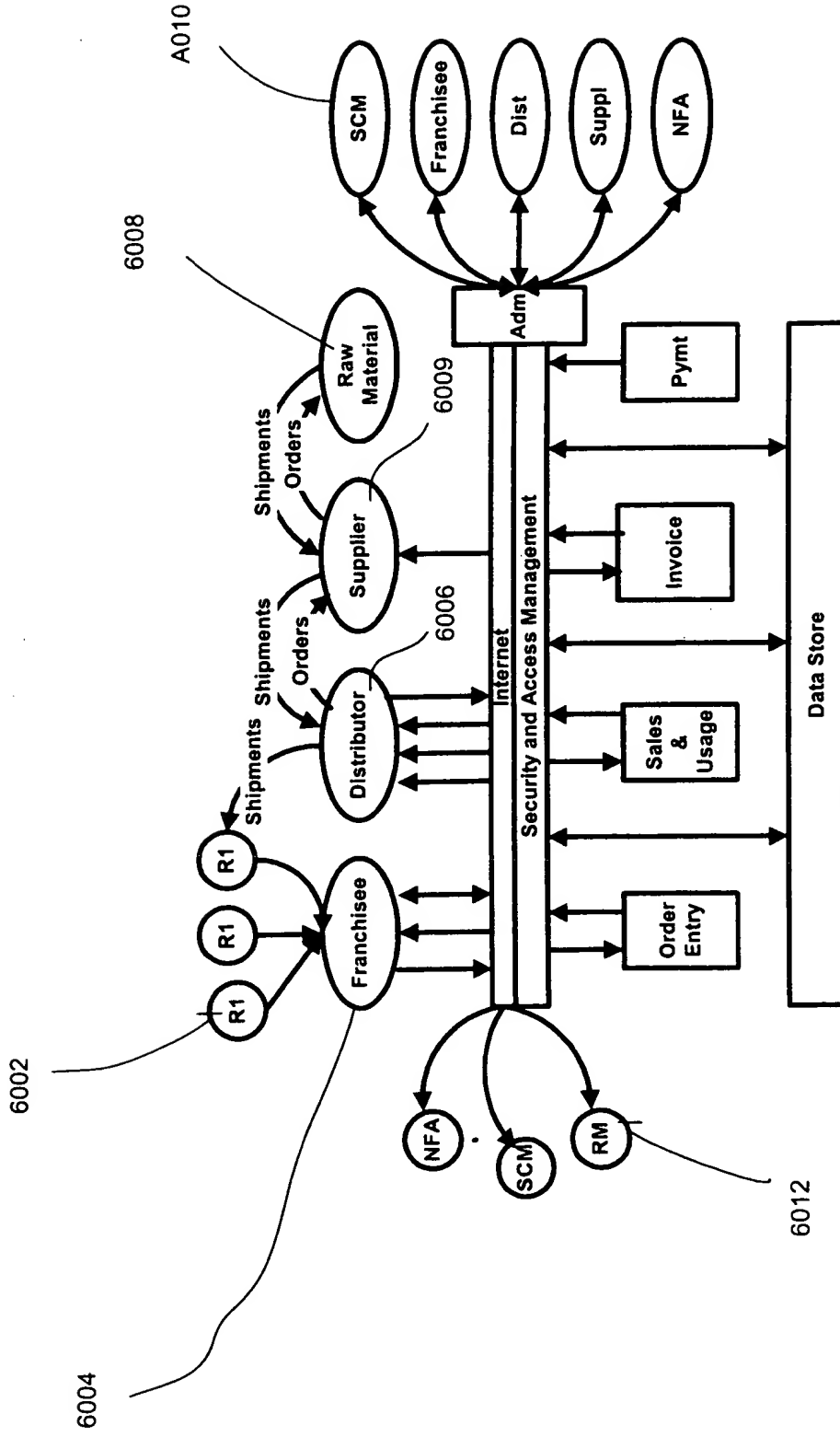


Fig. 60

FO9020-9589E60

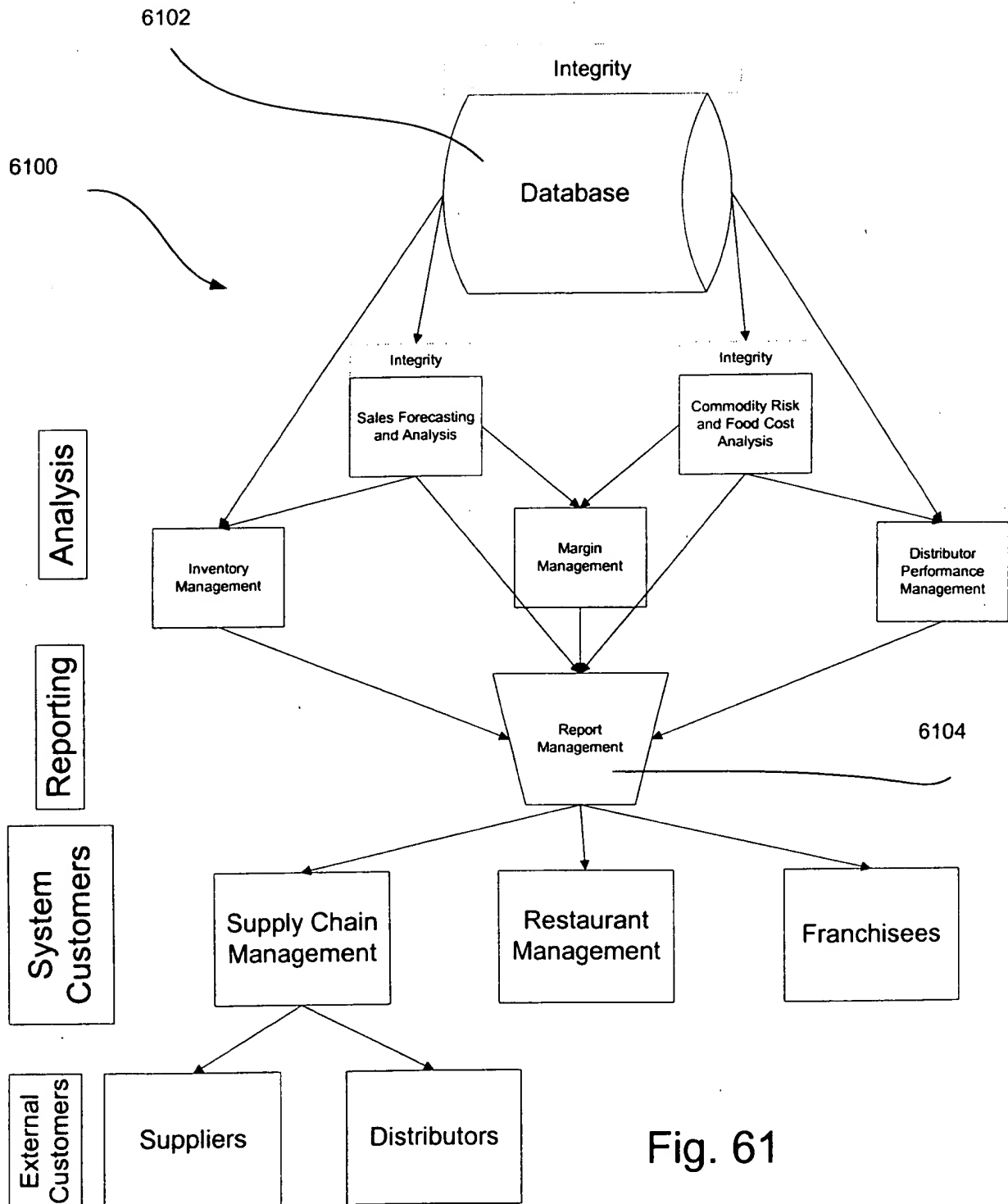


Fig. 61

09816896-070601

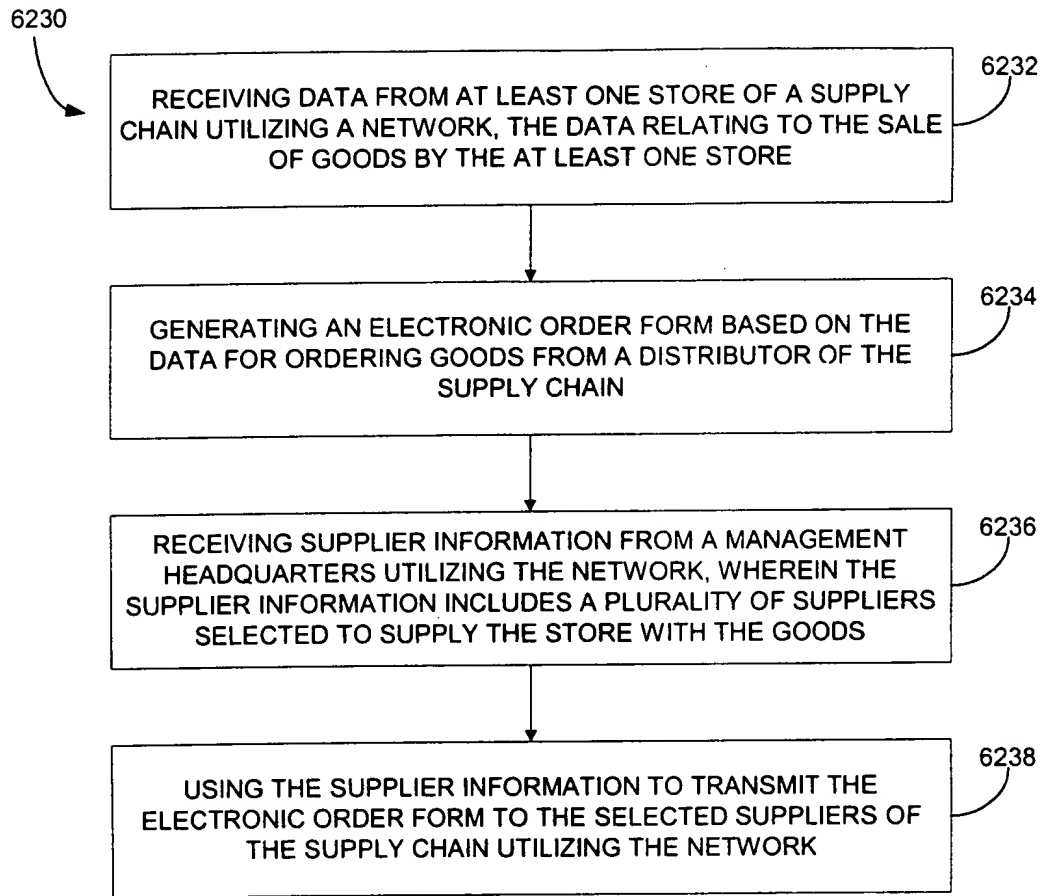


FIG. 62

6300

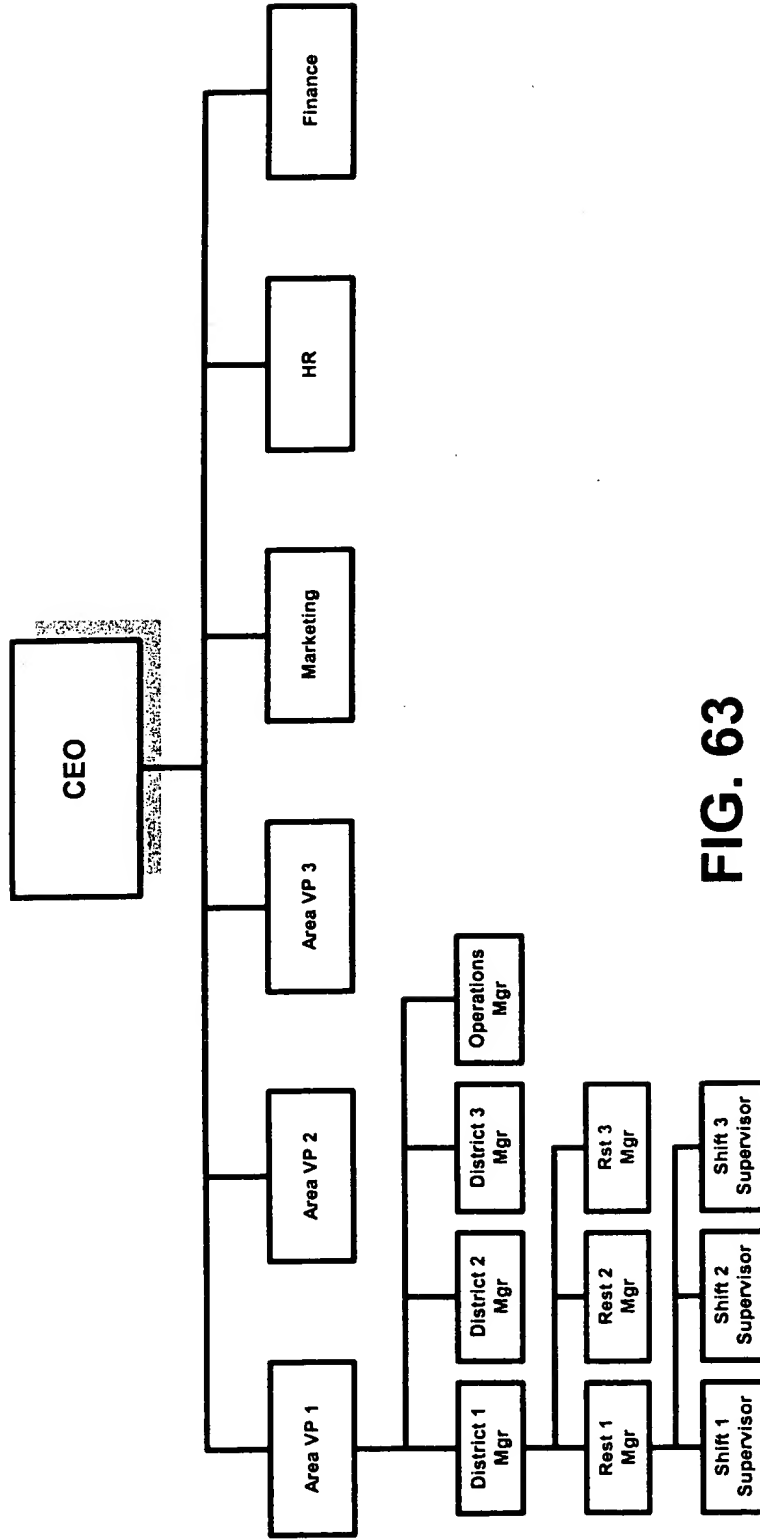


FIG. 63

FOIA b 7 - DEXTER

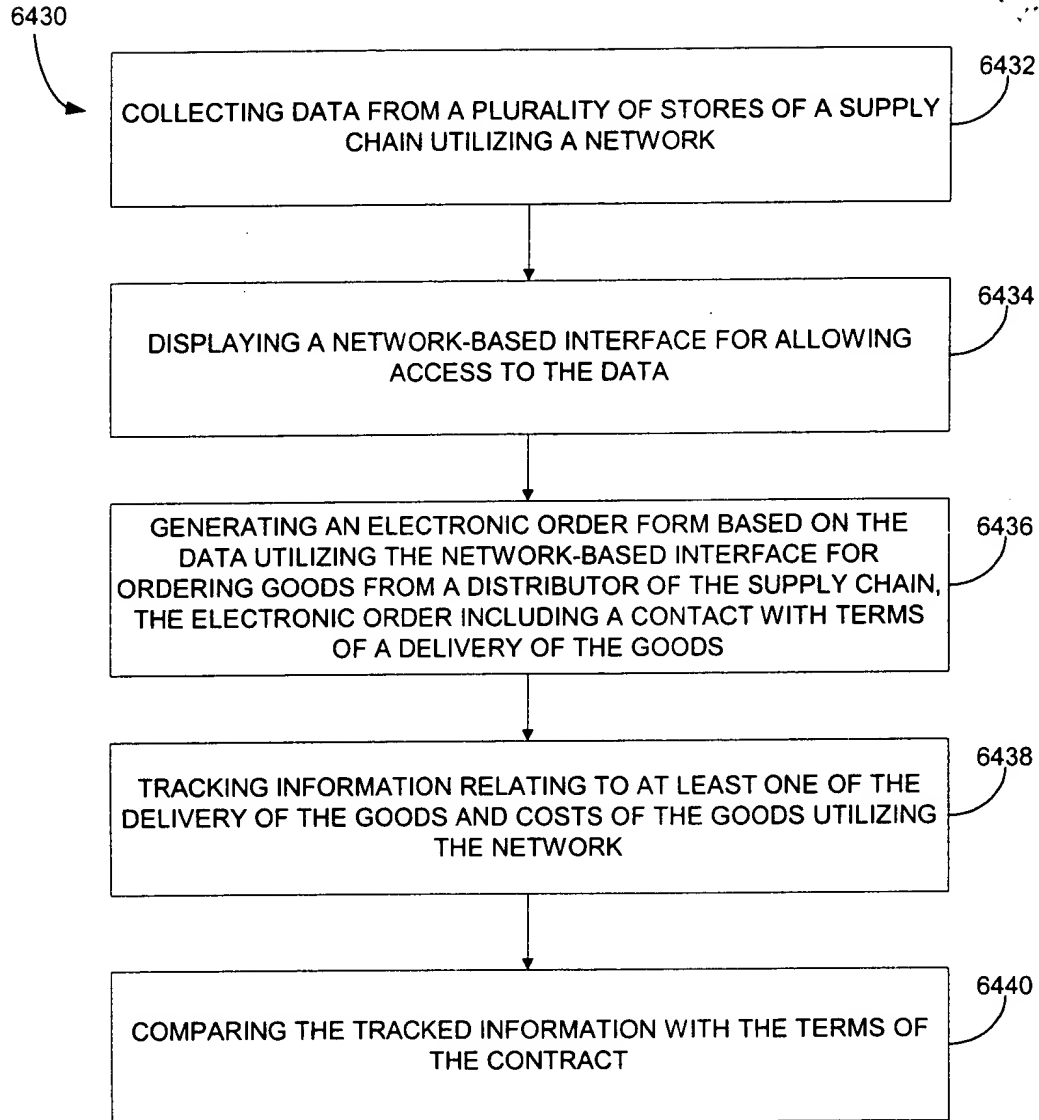


FIG. 64

09316895-070501

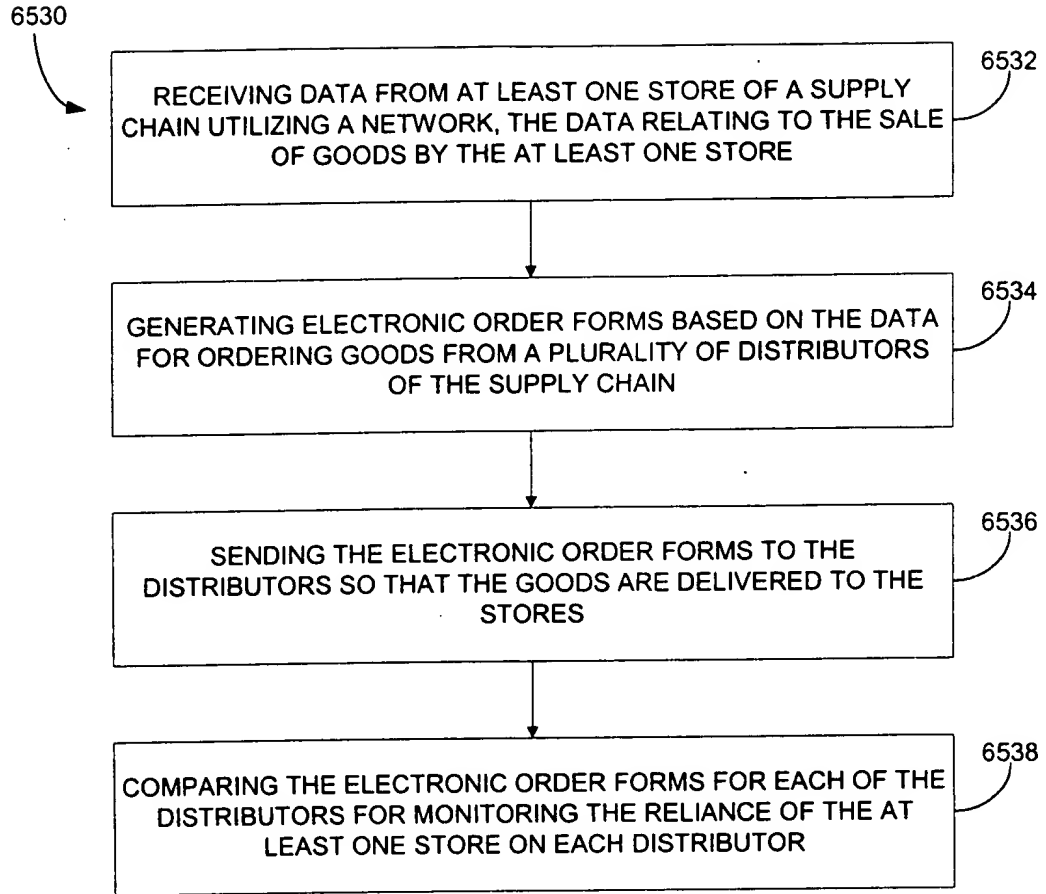


FIG. 65

09816896-070601

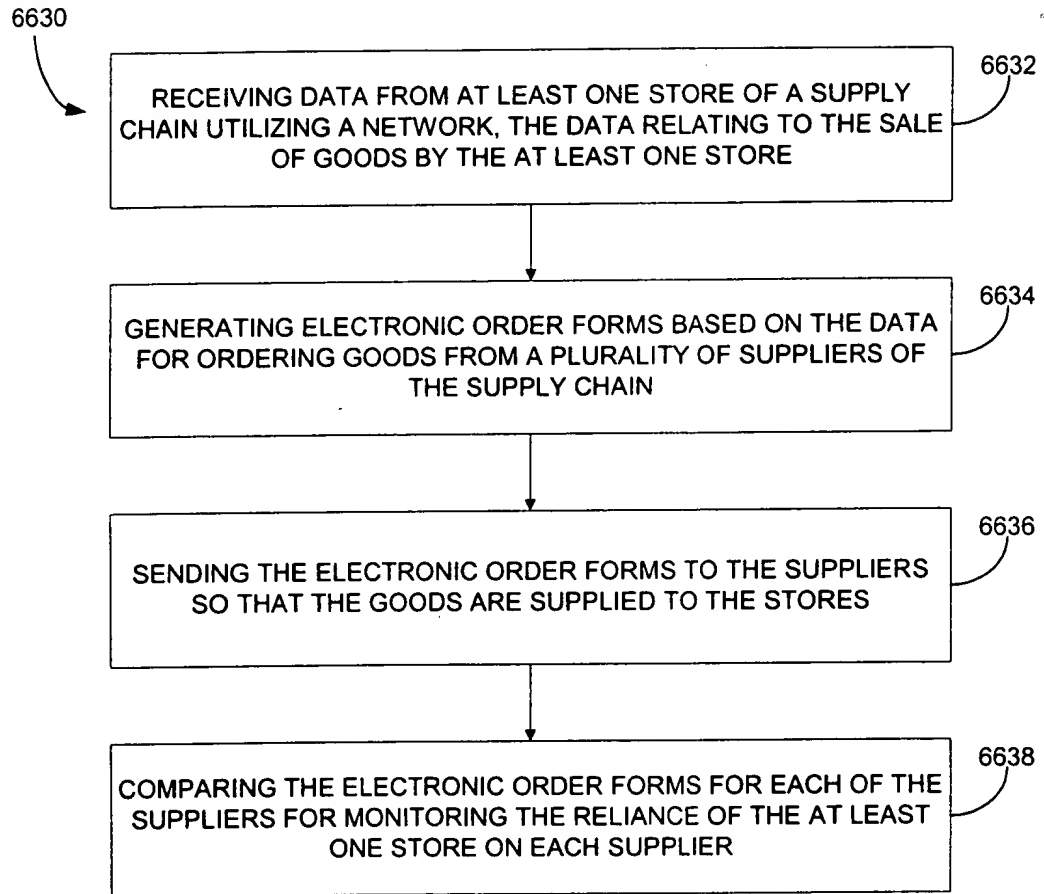


FIG. 66

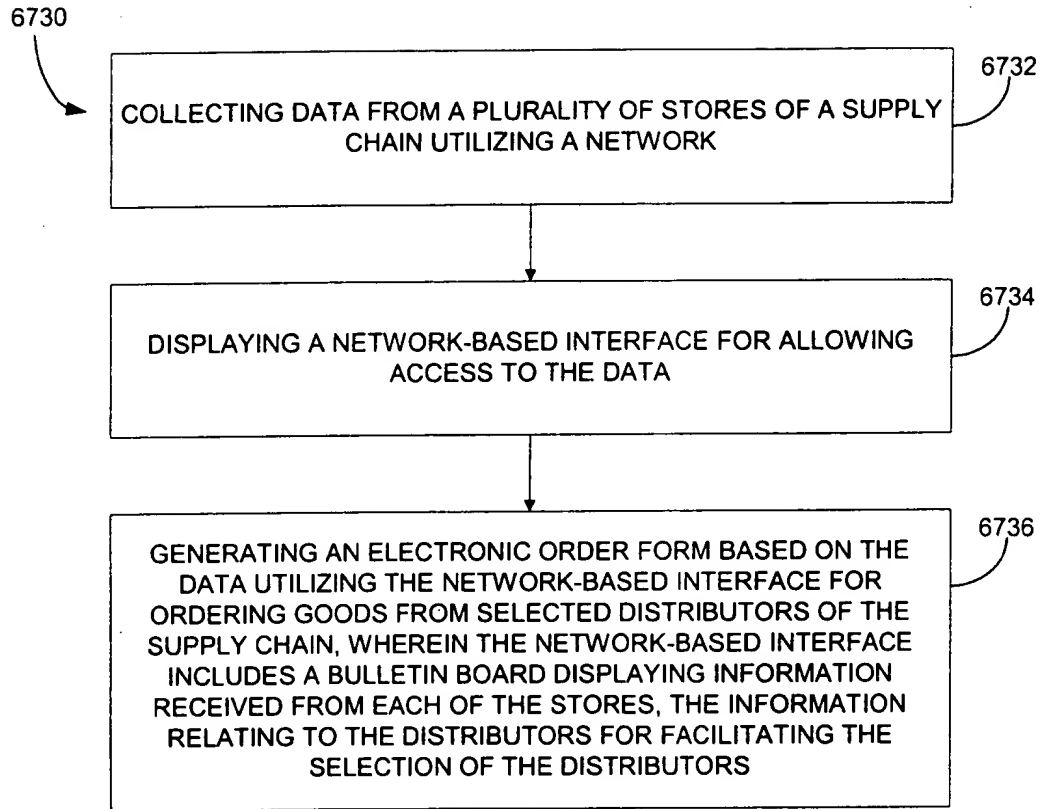


FIG. 67

09816396-070601

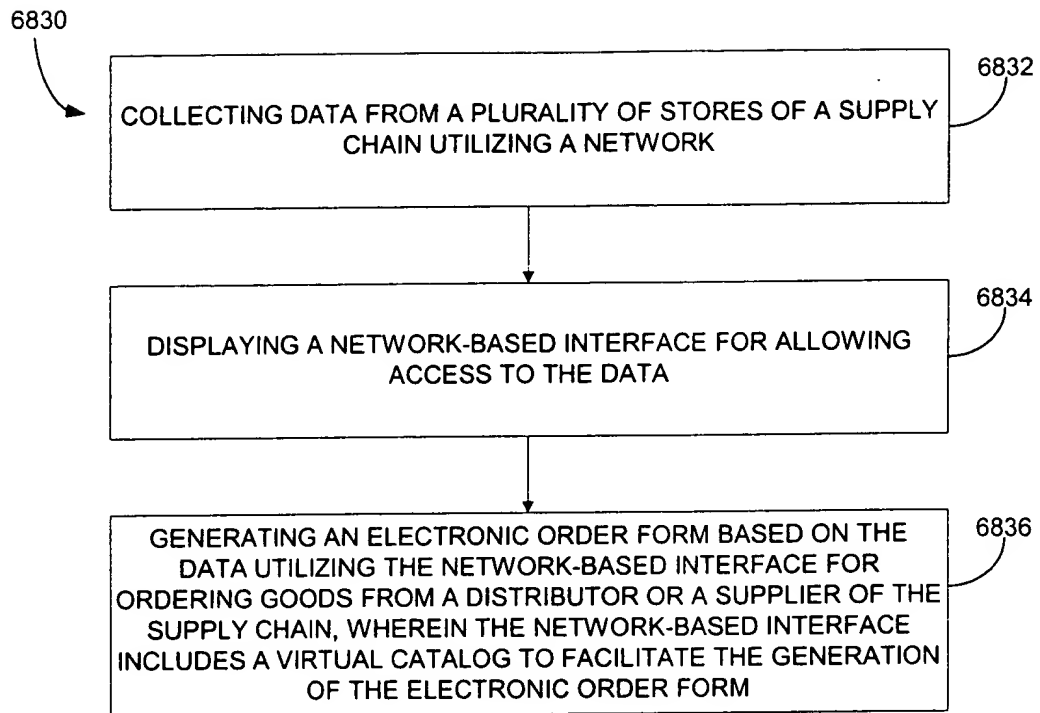


FIG. 68

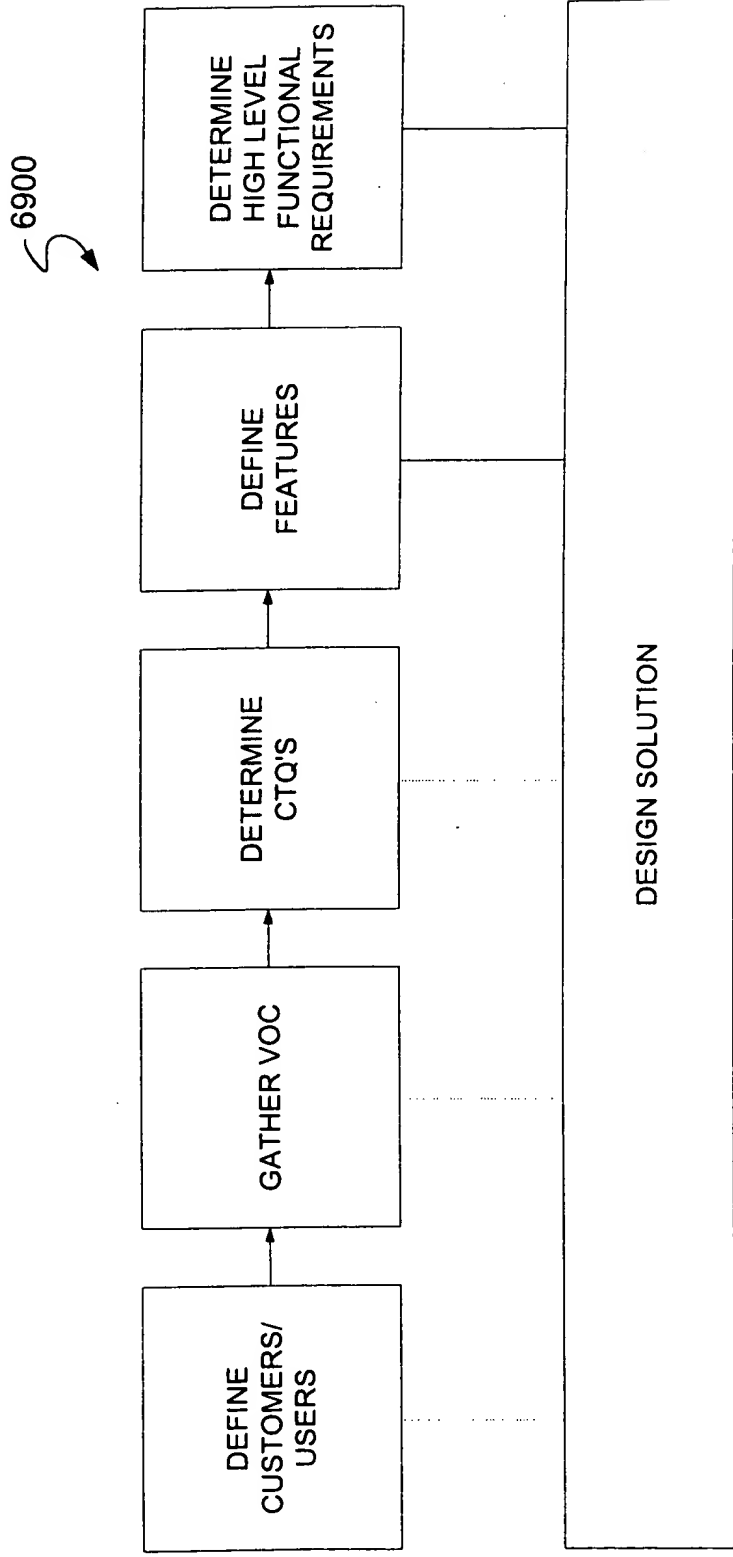


FIG. 69

109020-9689T850

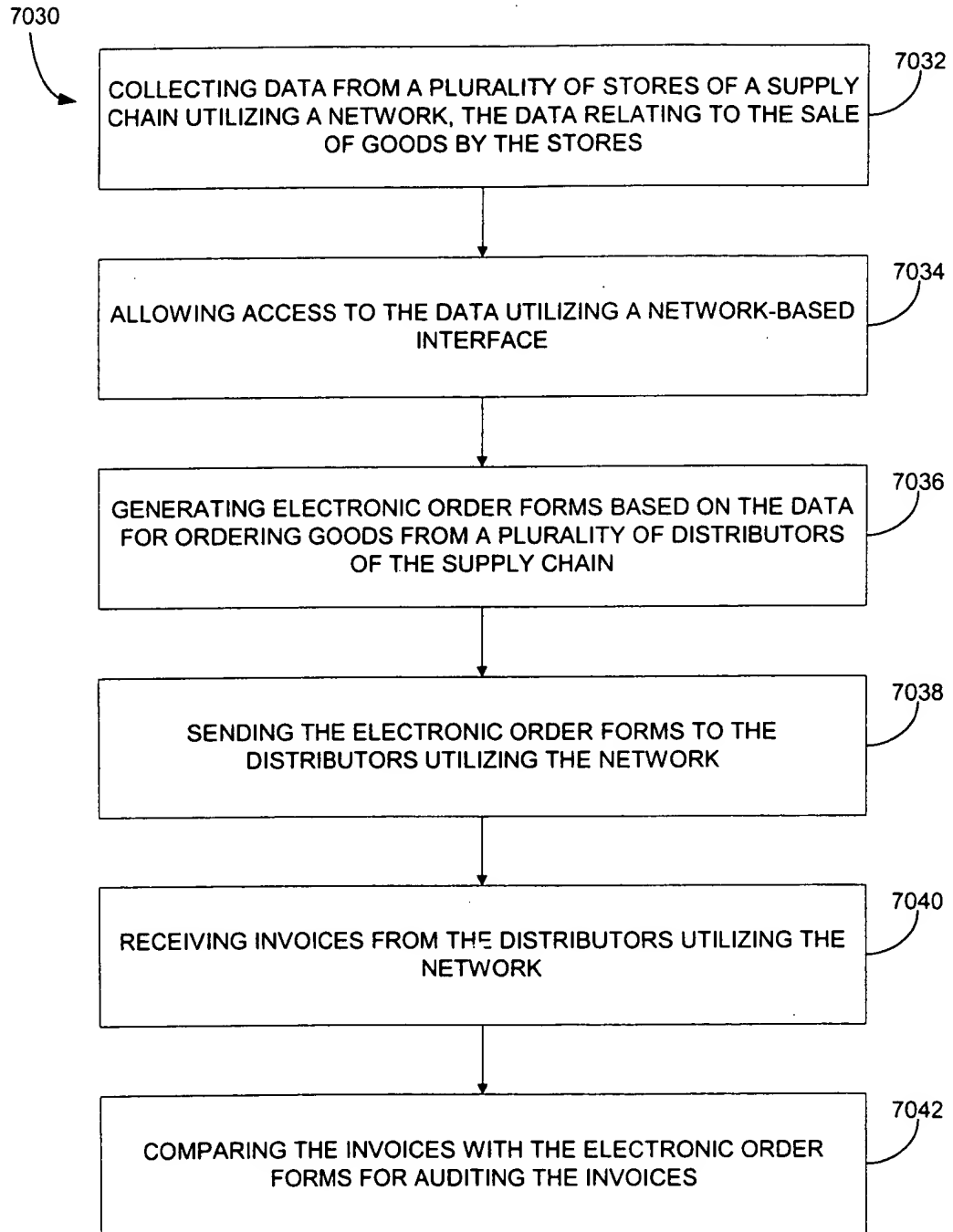


FIG. 70

09016896-070601

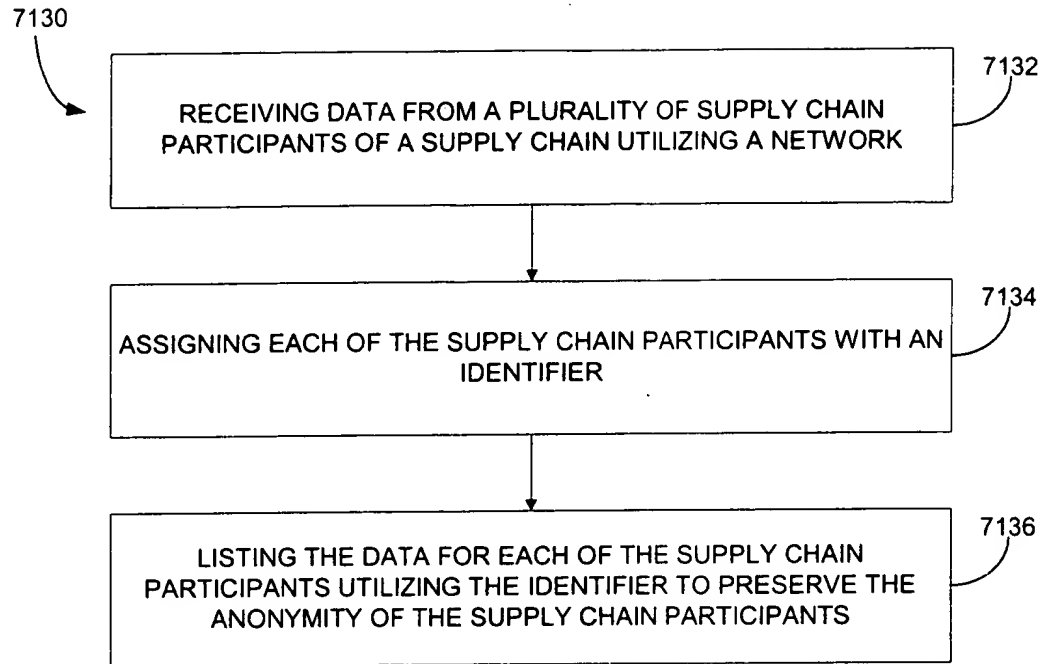


FIG. 71

0981696-070601

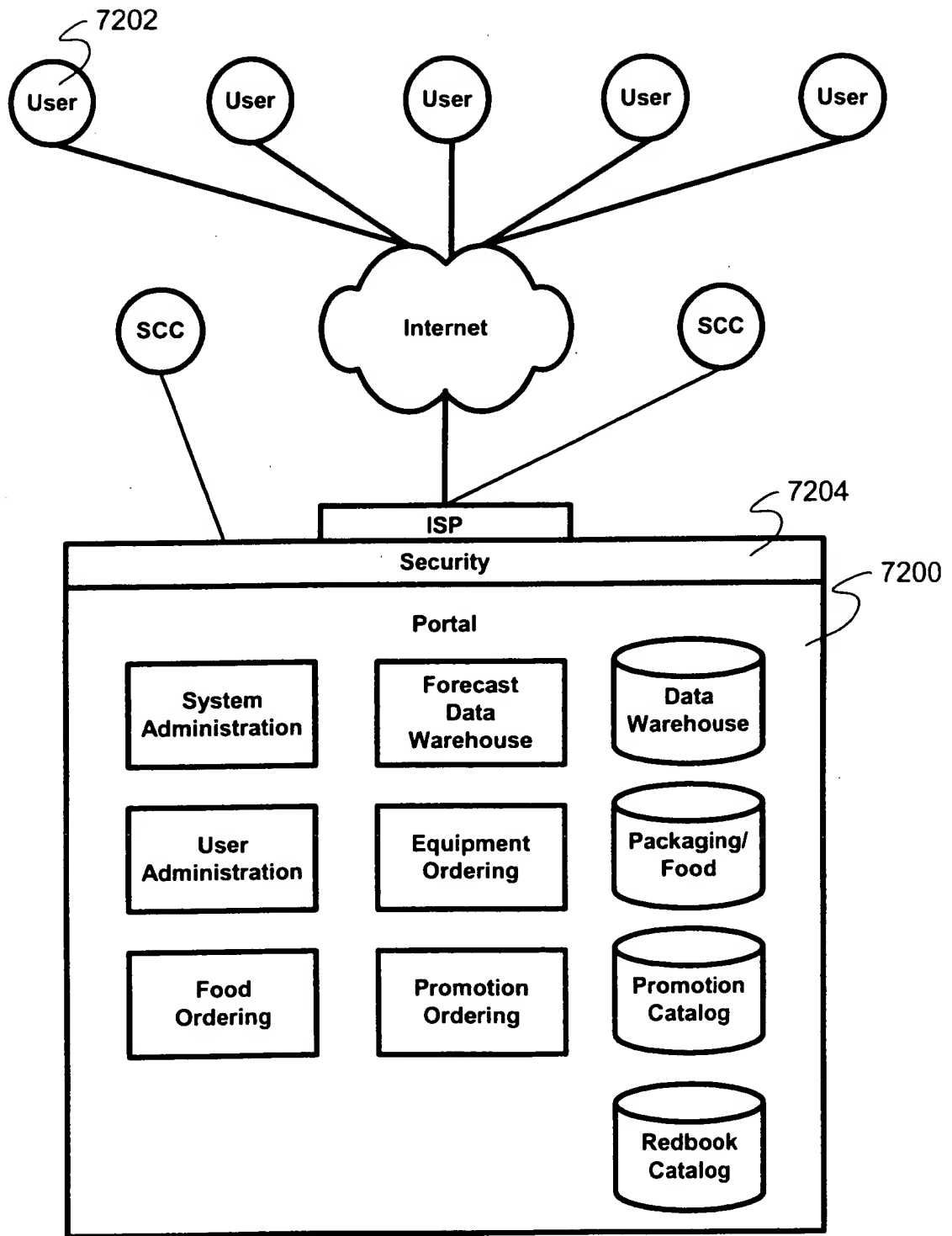


FIG. 72

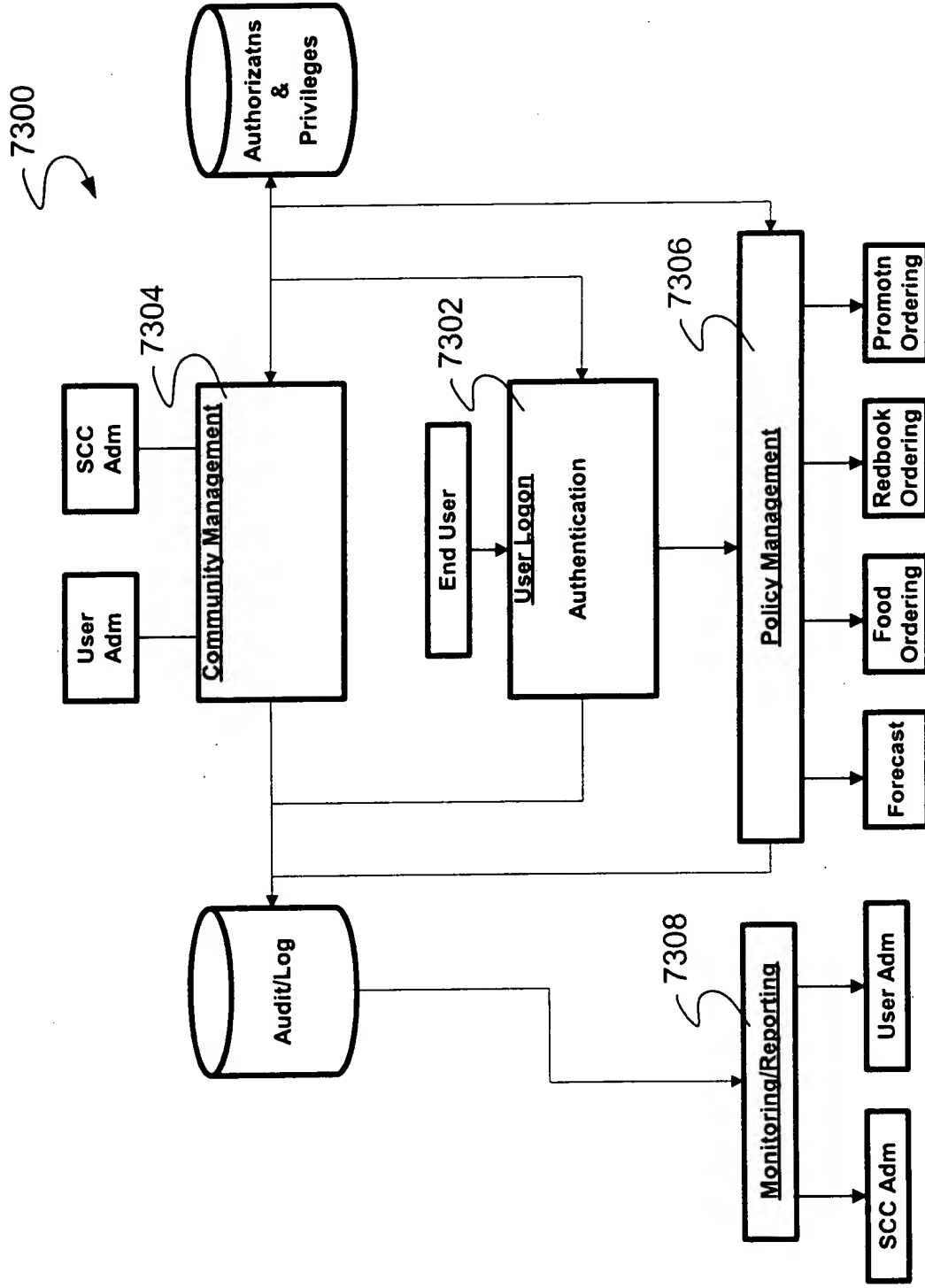


FIG. 73

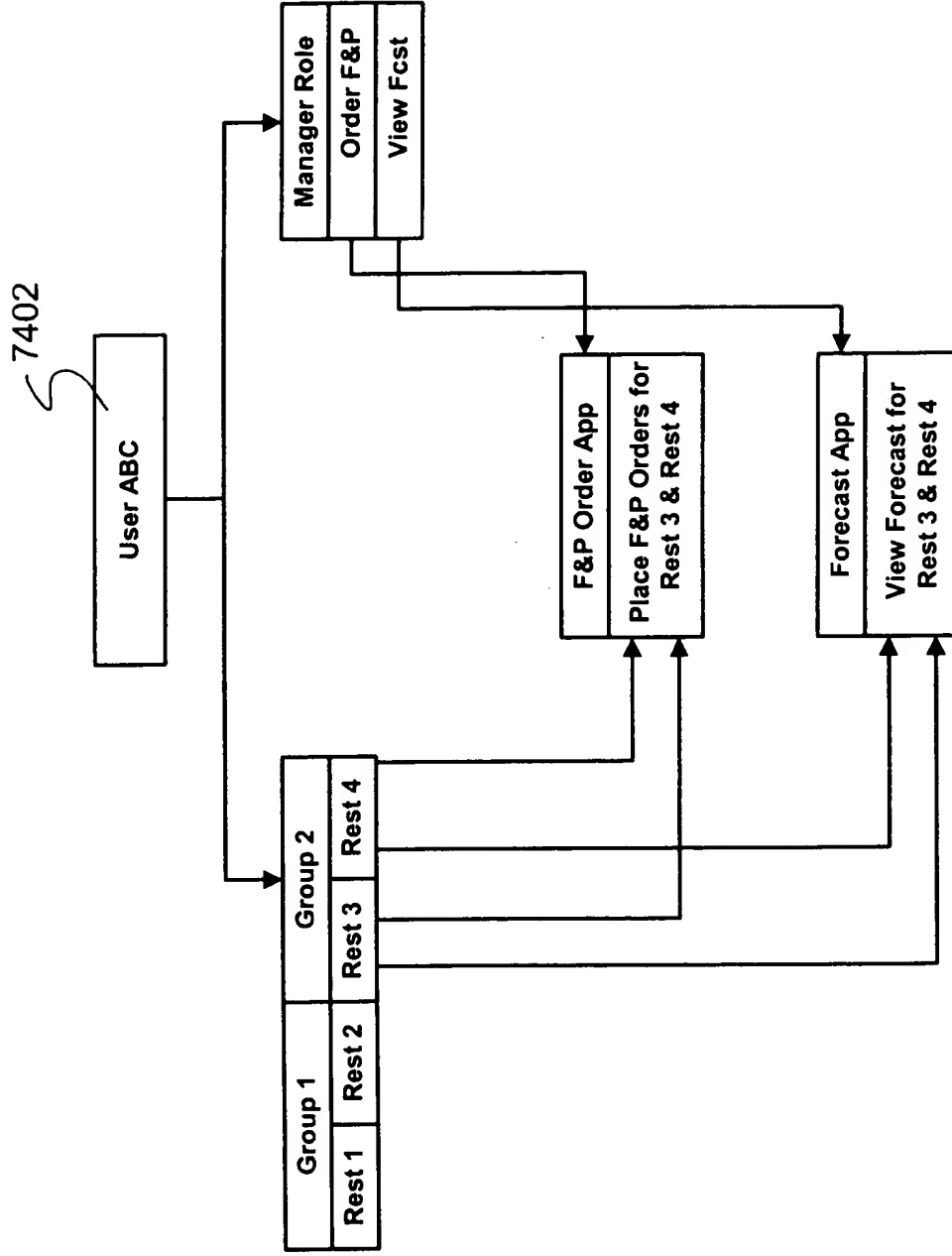


FIG. 74

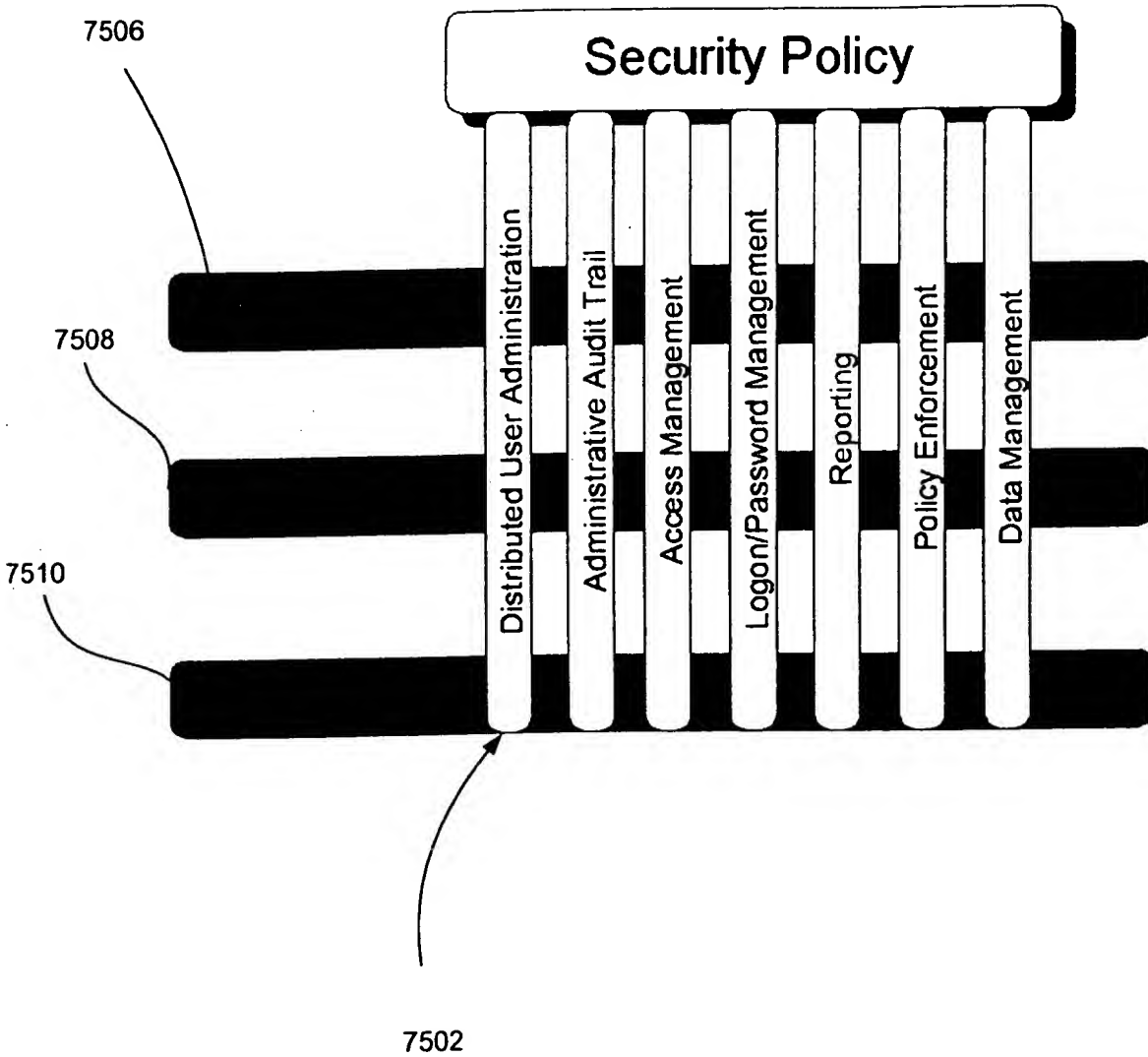


Fig. 75

09816896-070601

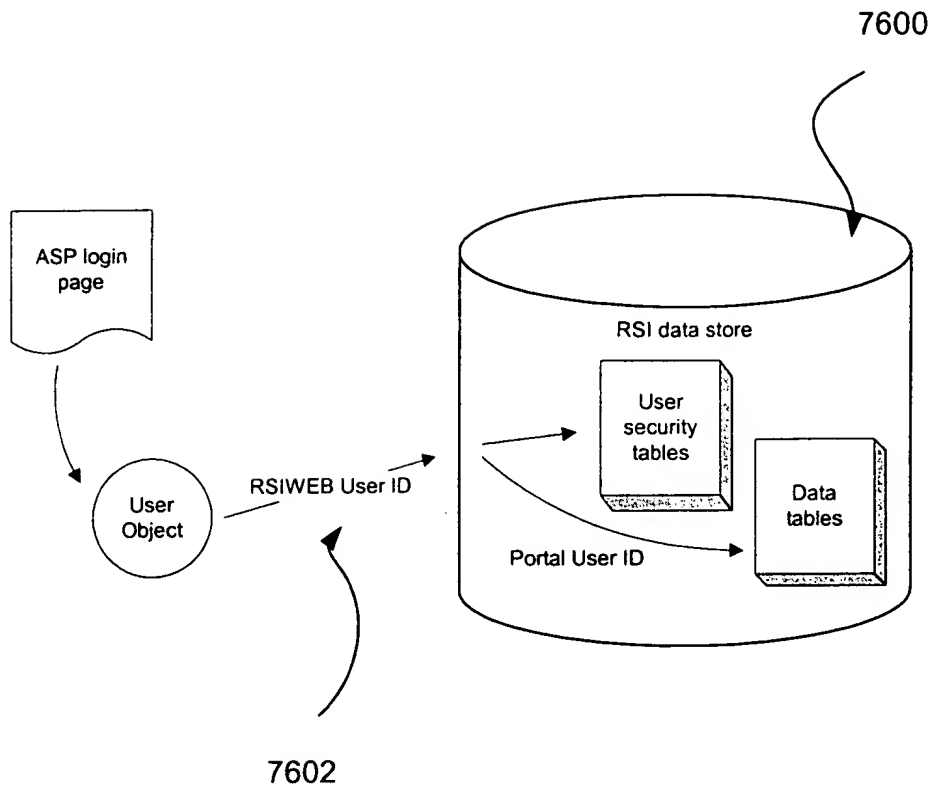


Fig. 76

0916896-070601

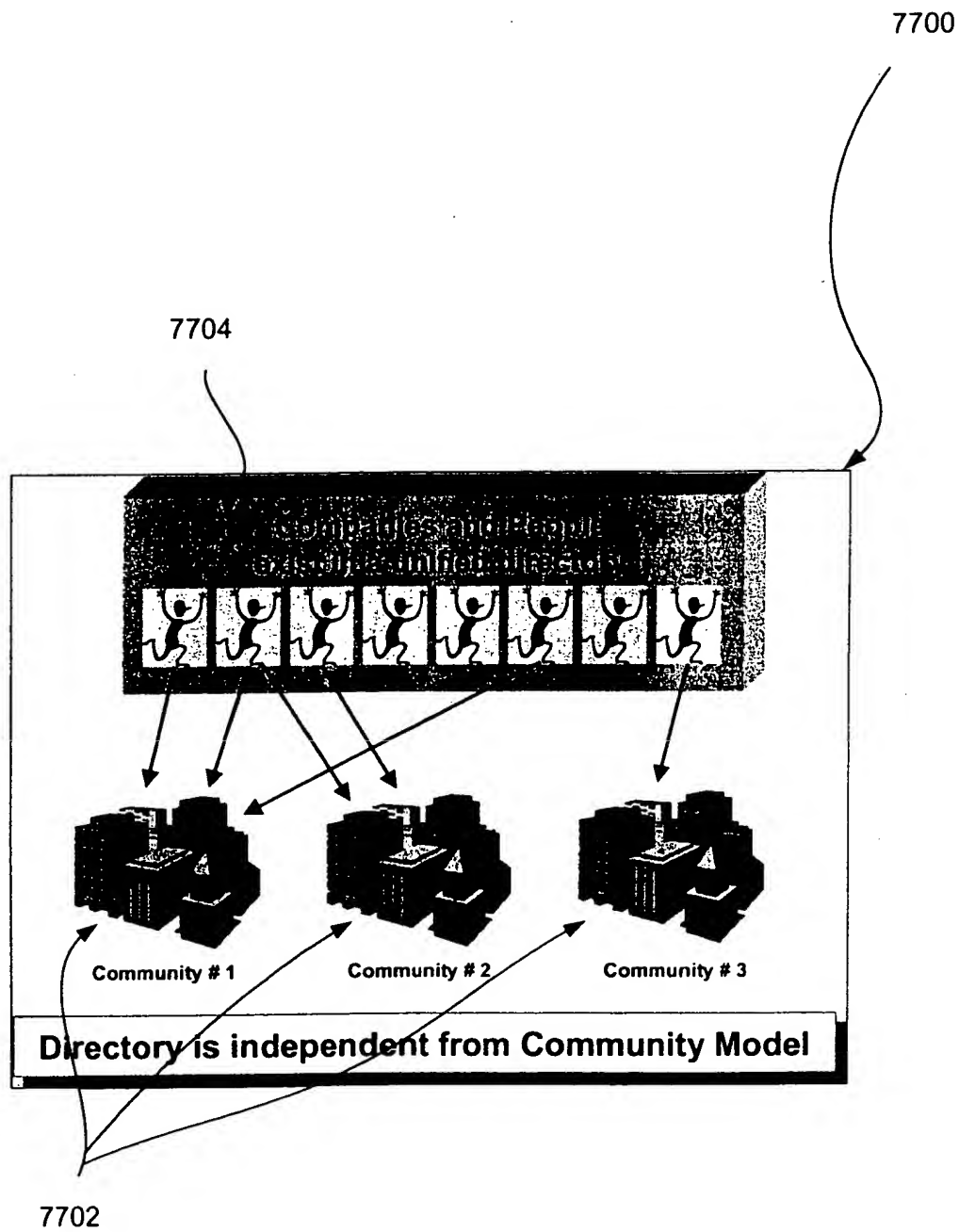


Fig. 77

0916896-070601

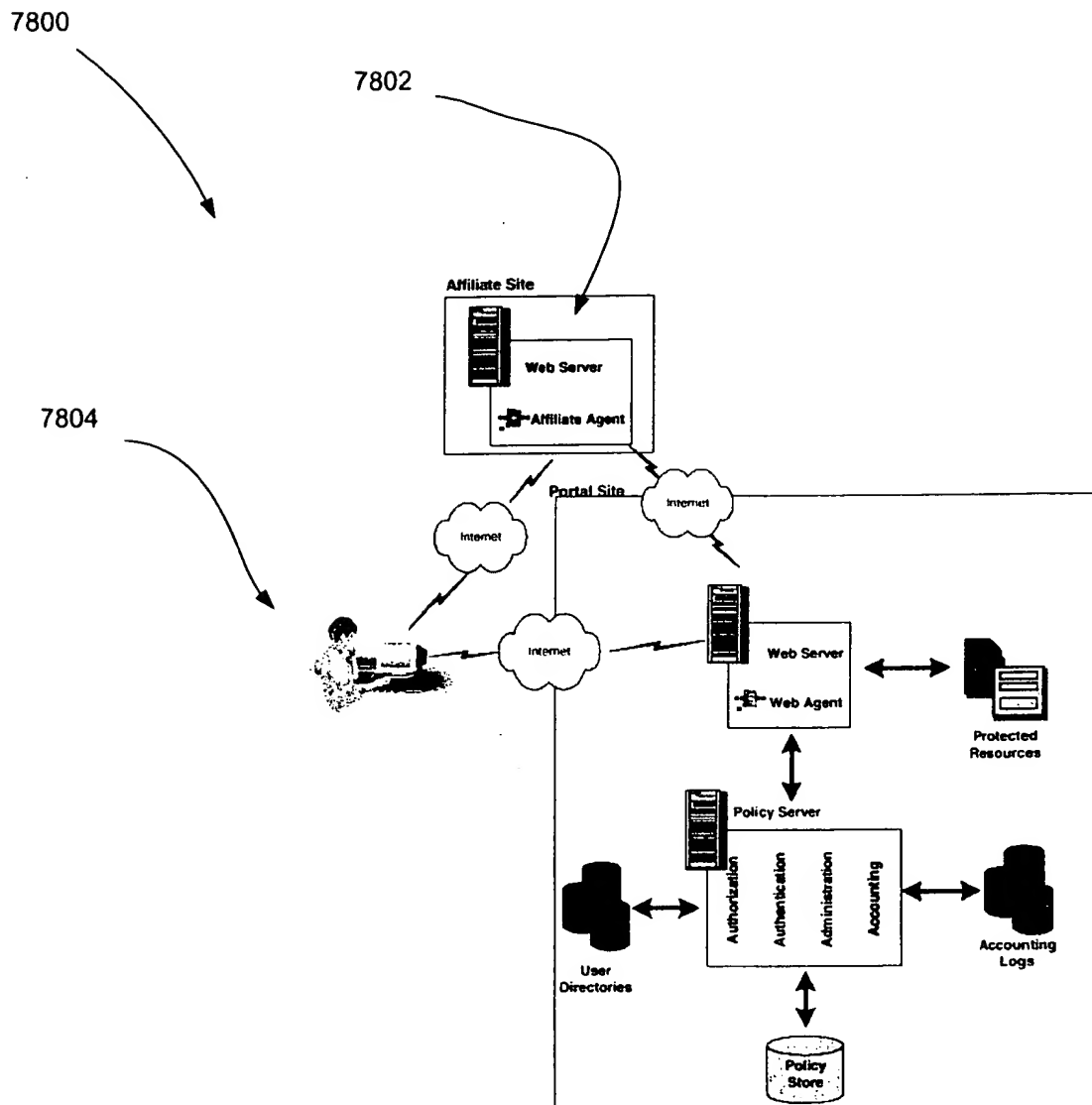


Fig. 78

00016996-07001

7900

7902

Policy-Based Web Security Model

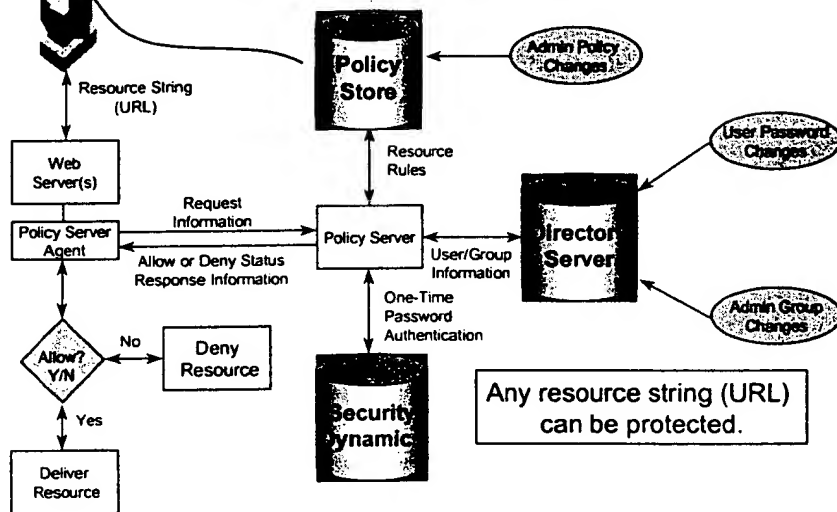


Fig. 79

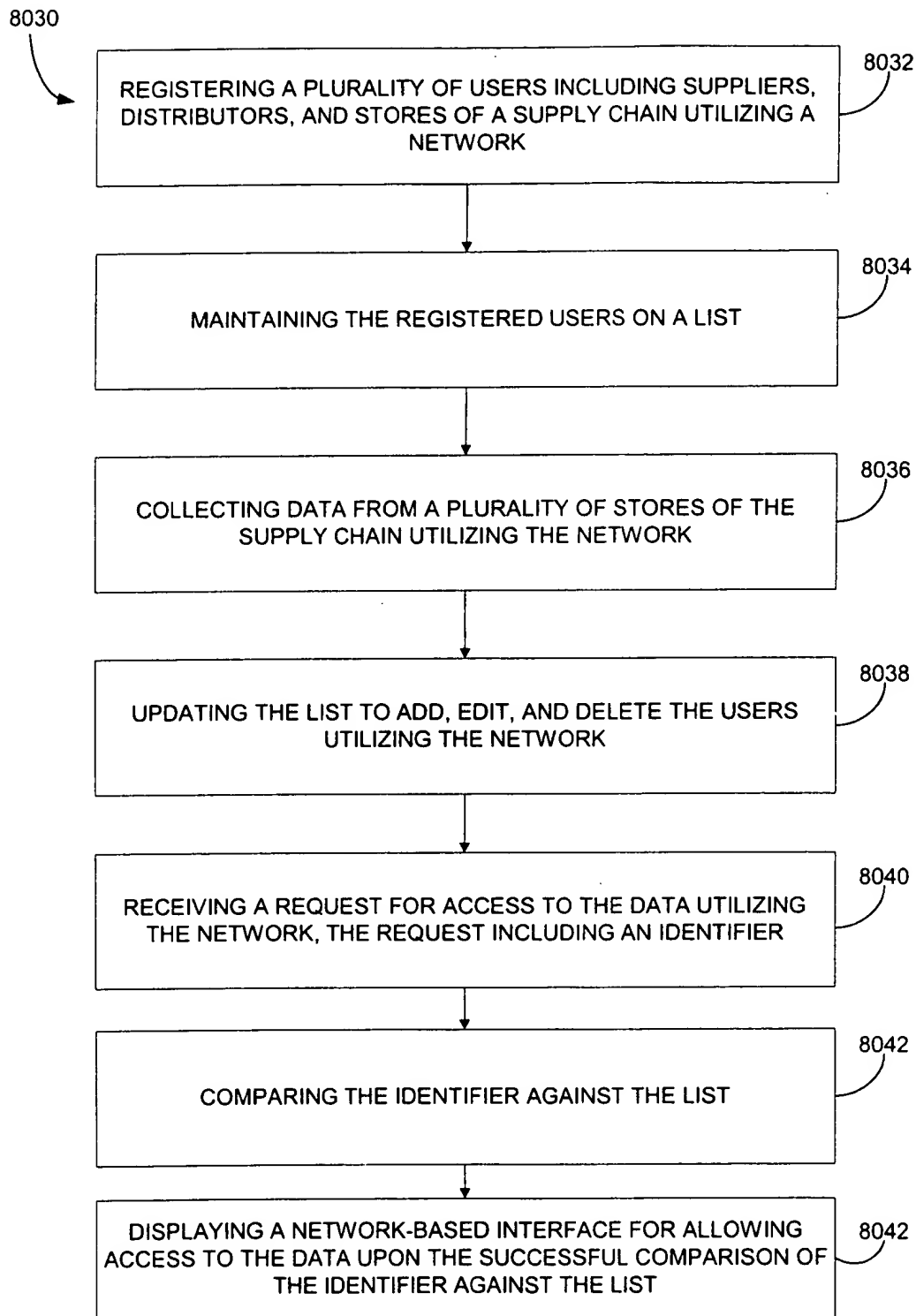


FIG. 80

FIG. 81

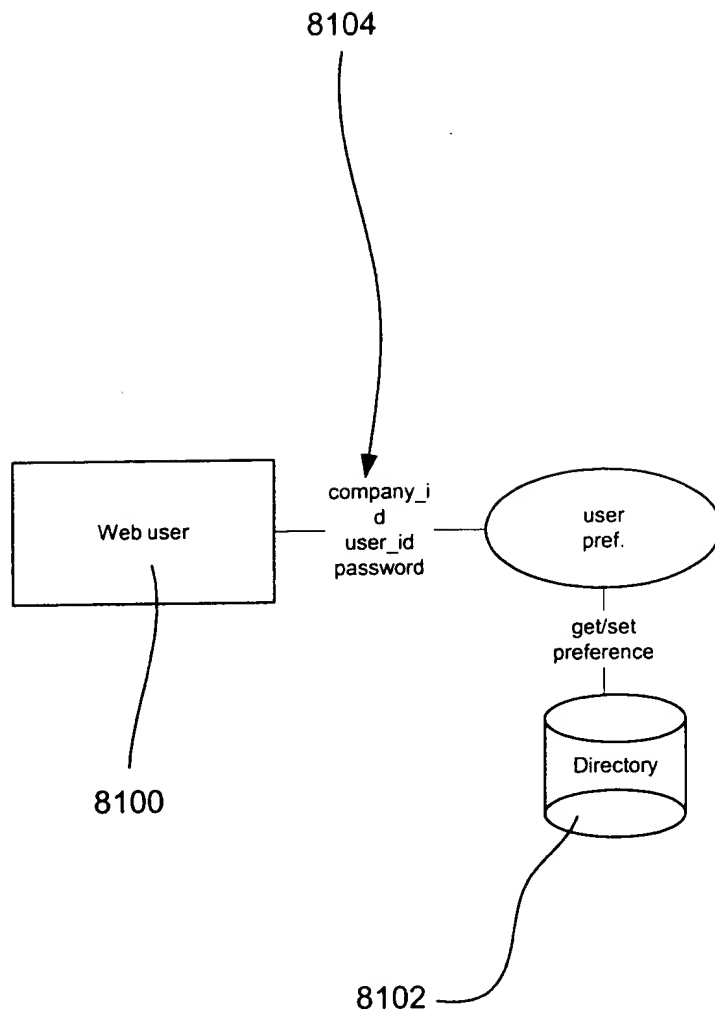


Fig. 81

8200

8202

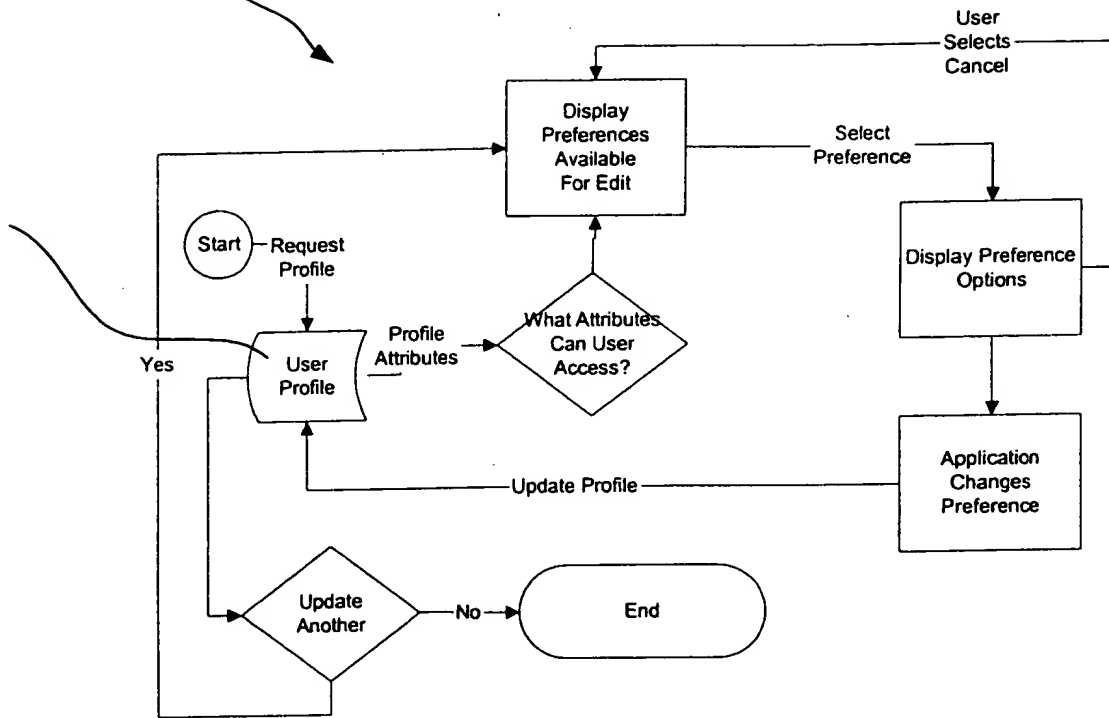


Fig. 82

091696-070601

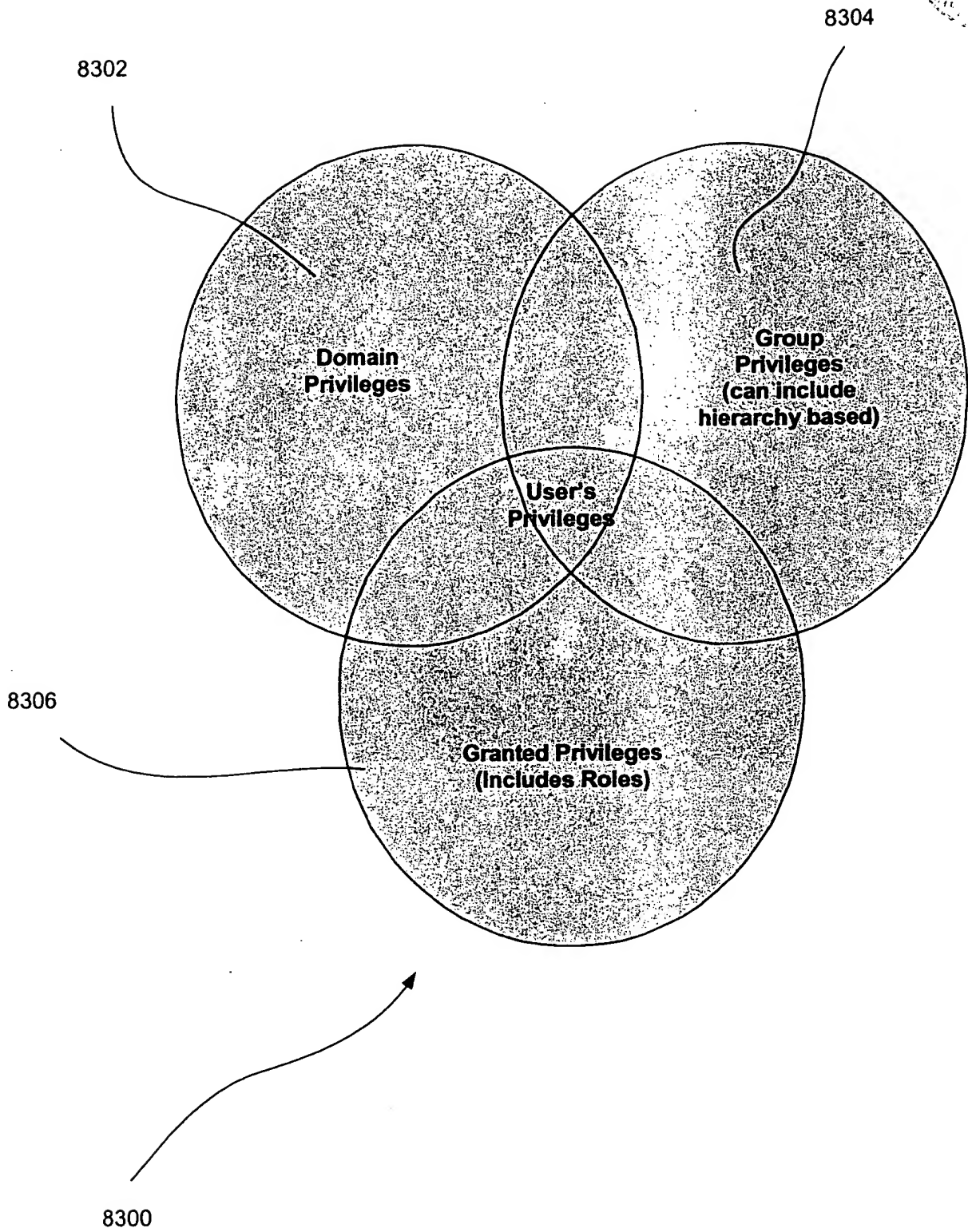


Fig. 83

TOP SECRET 5689FB50

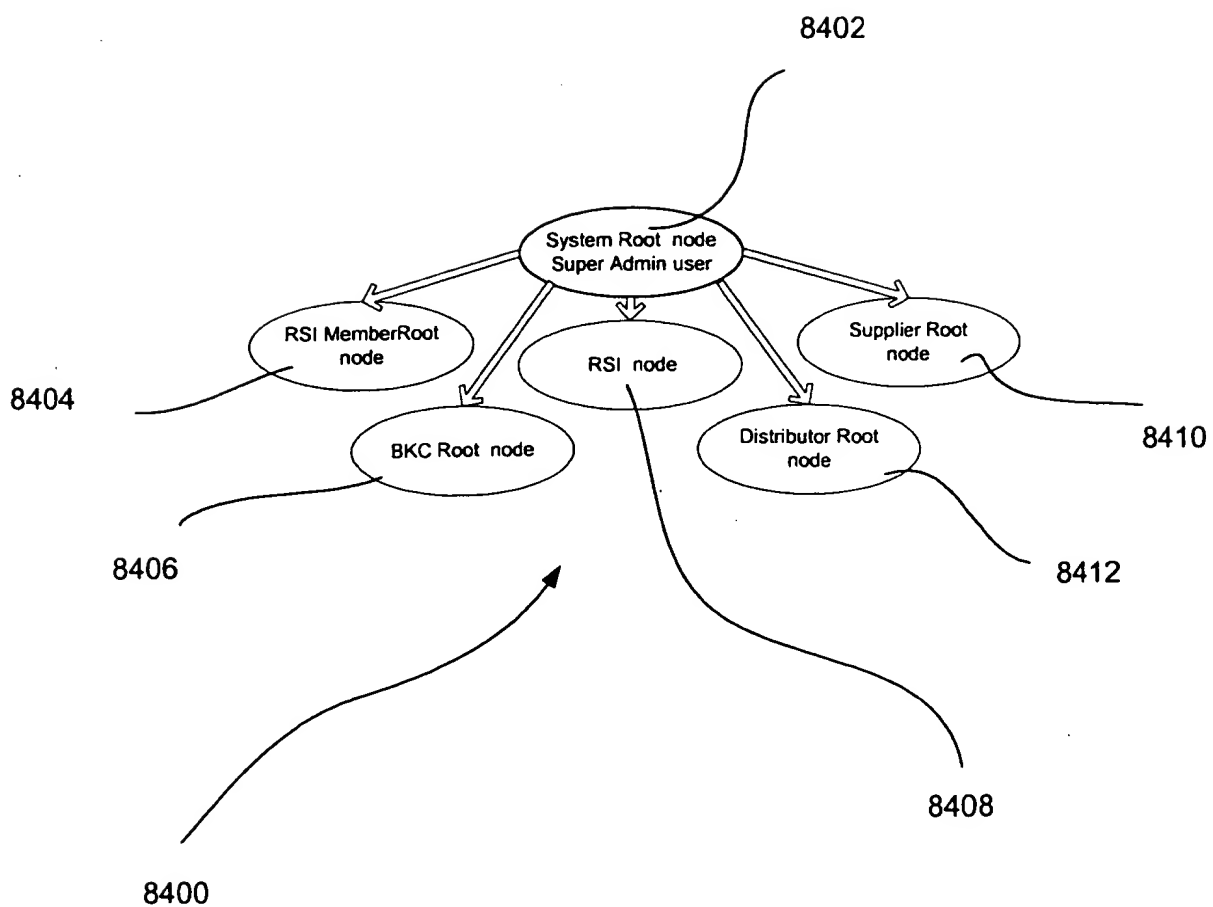


Fig. 84

FIG. 85

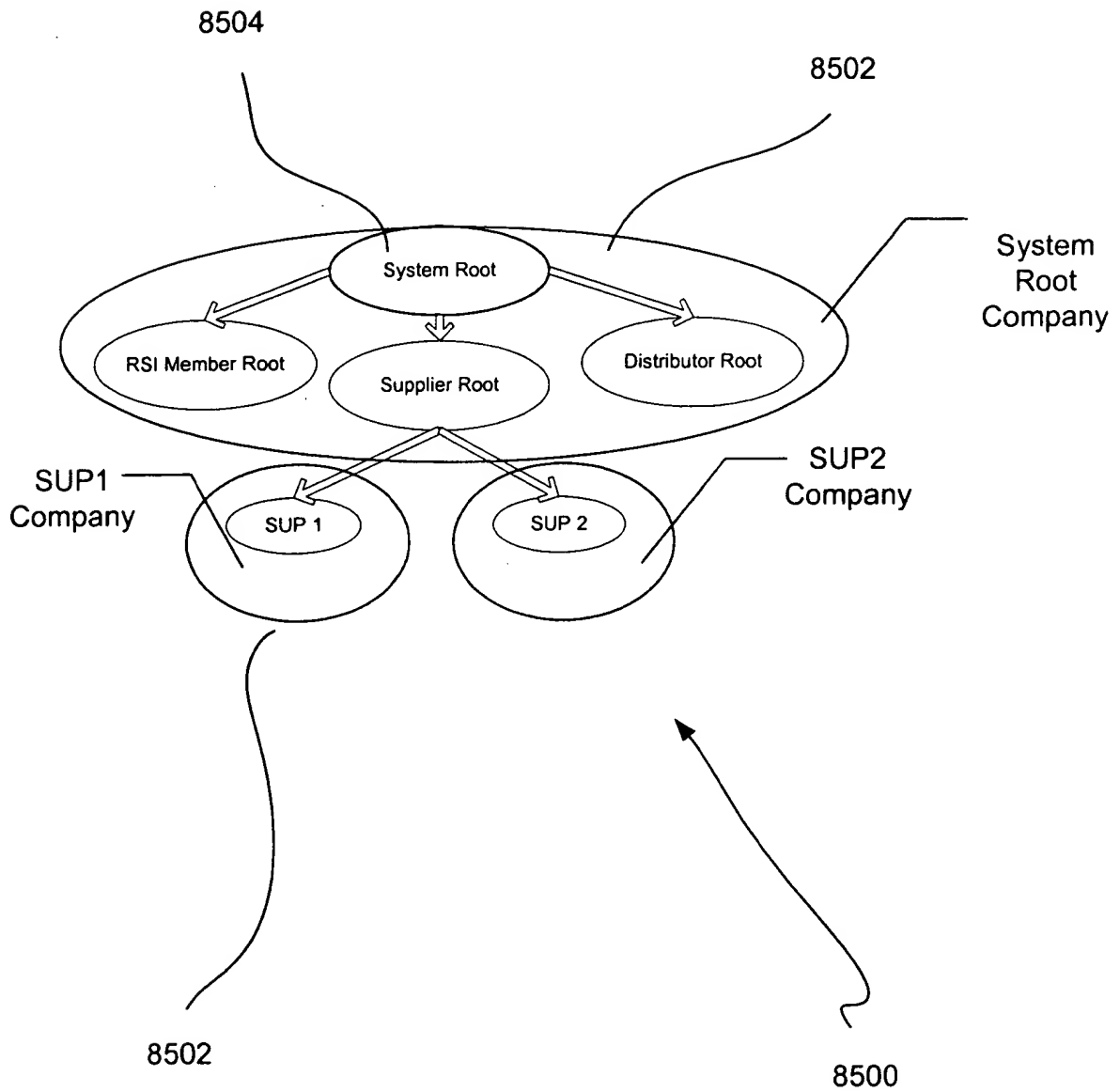


Fig. 85

8600

8602

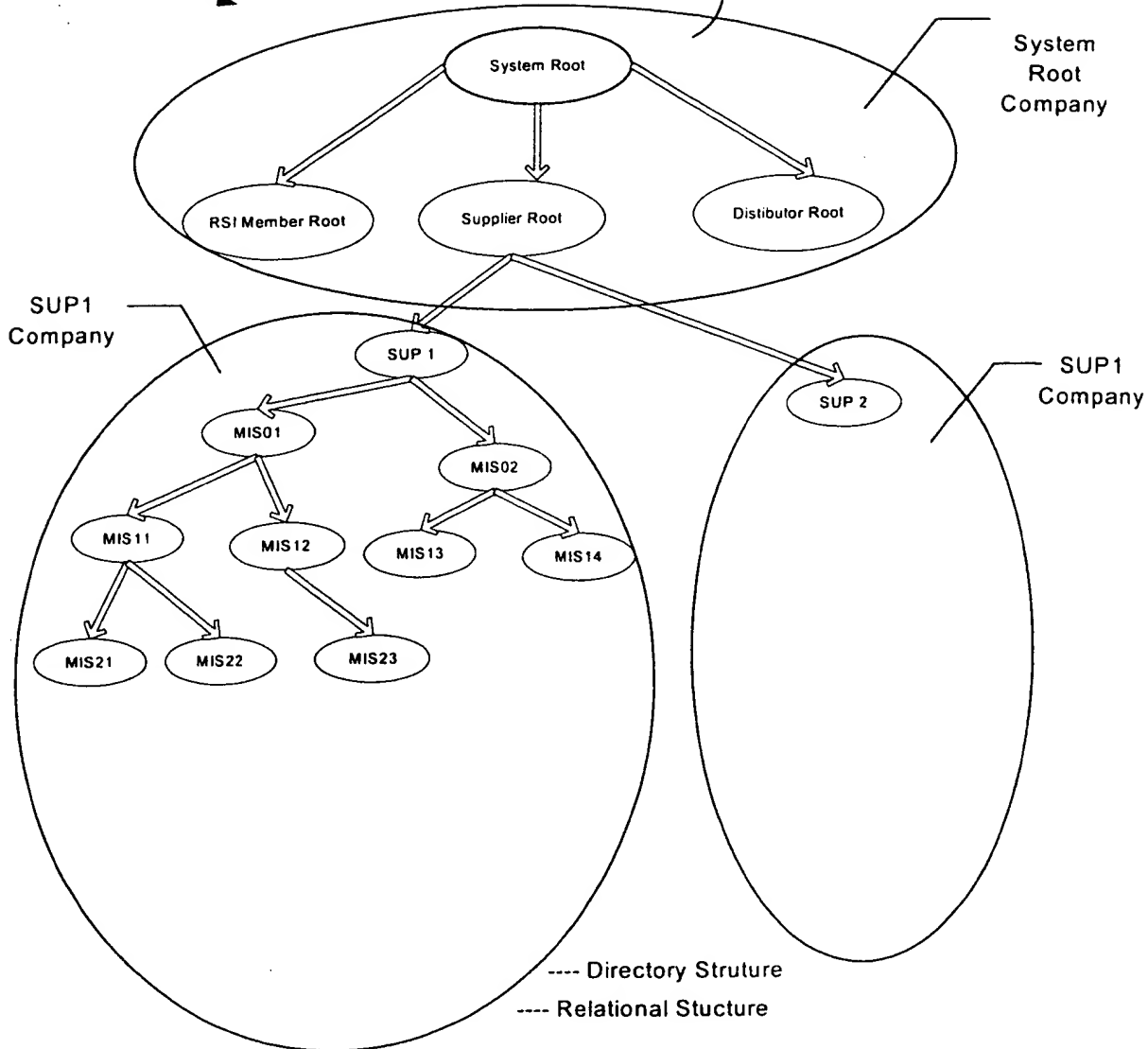


Fig. 86

8700

Group Hierarchy Management: Data Flow

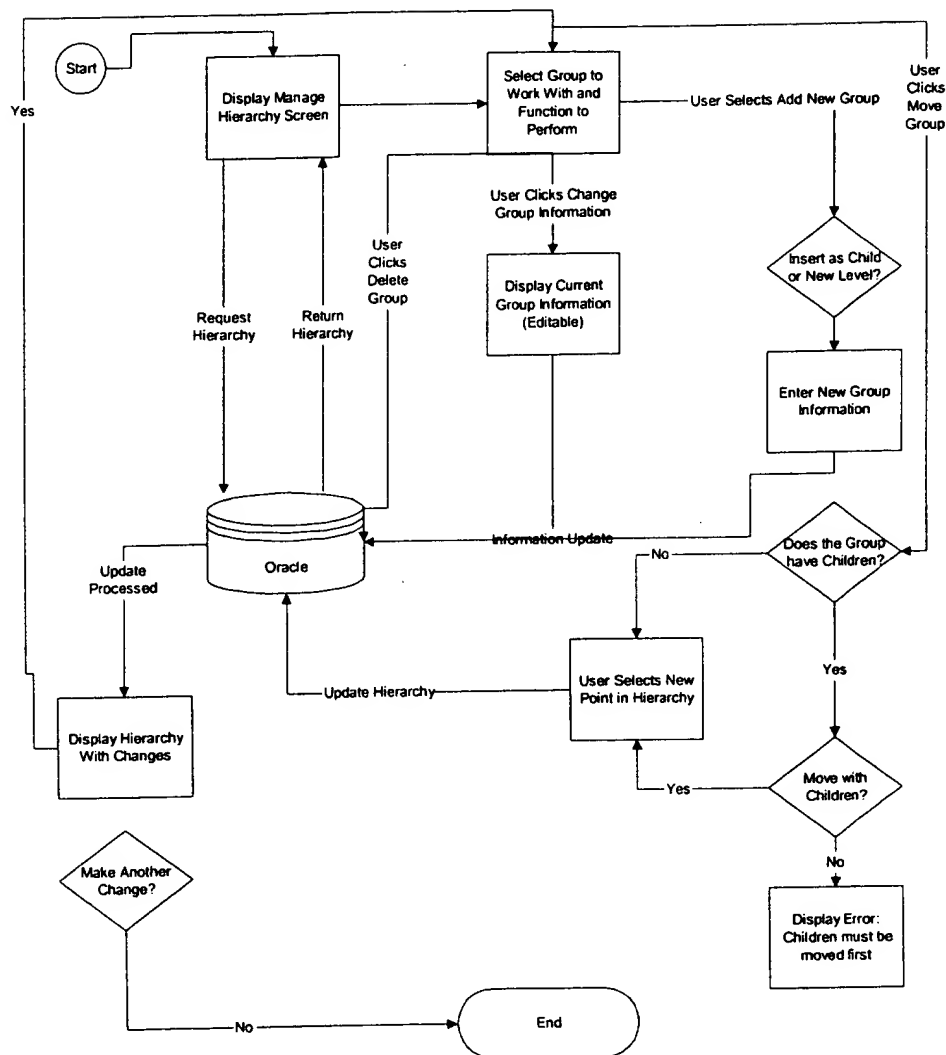


Fig. 87

8800

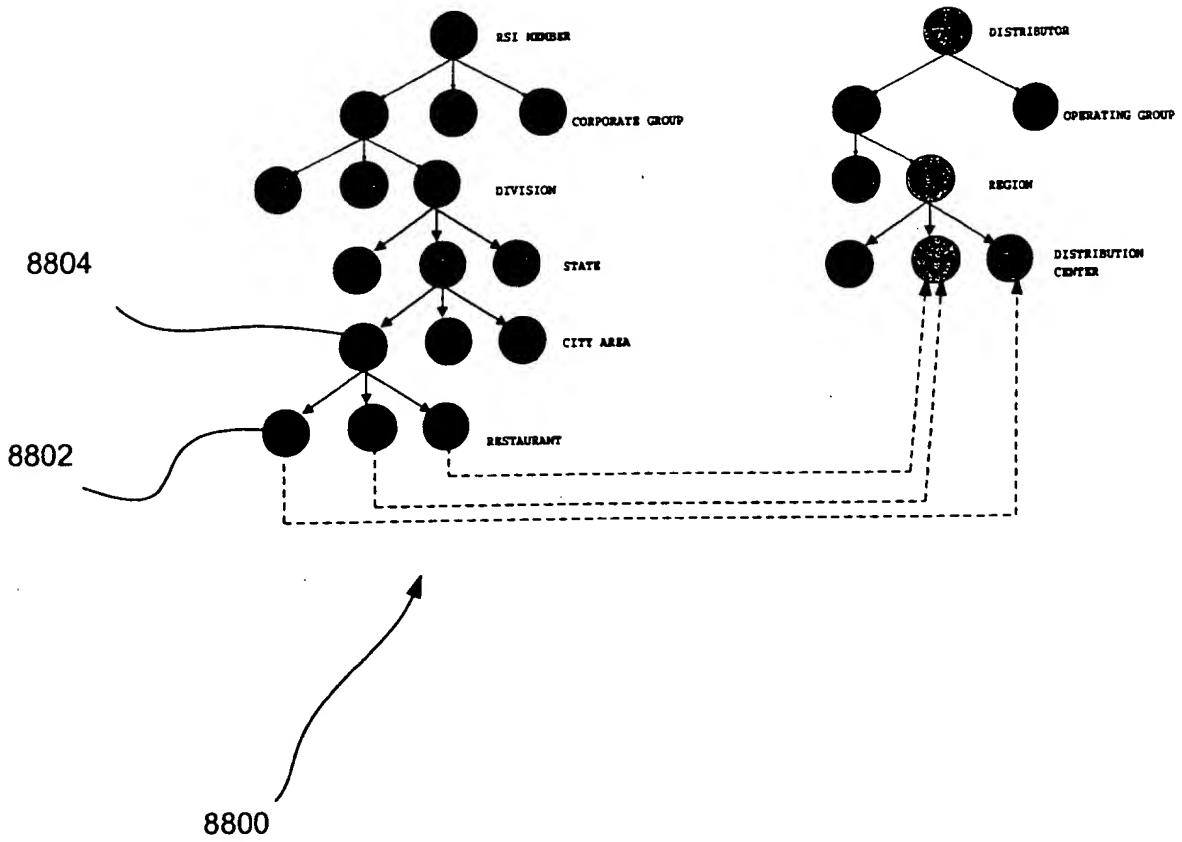


Fig. 88

8902



1400

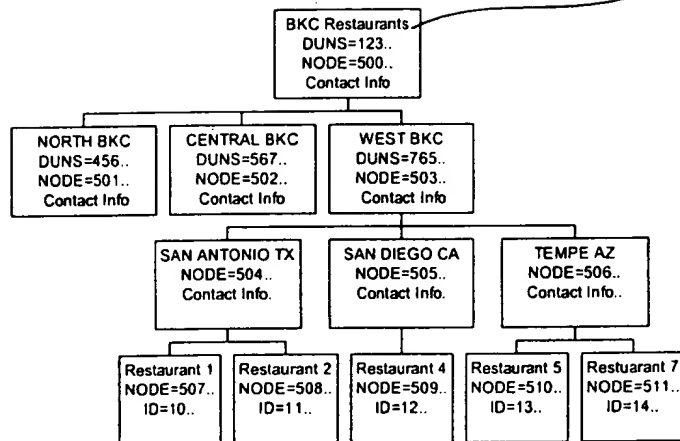


Fig. 89

09816895-070604

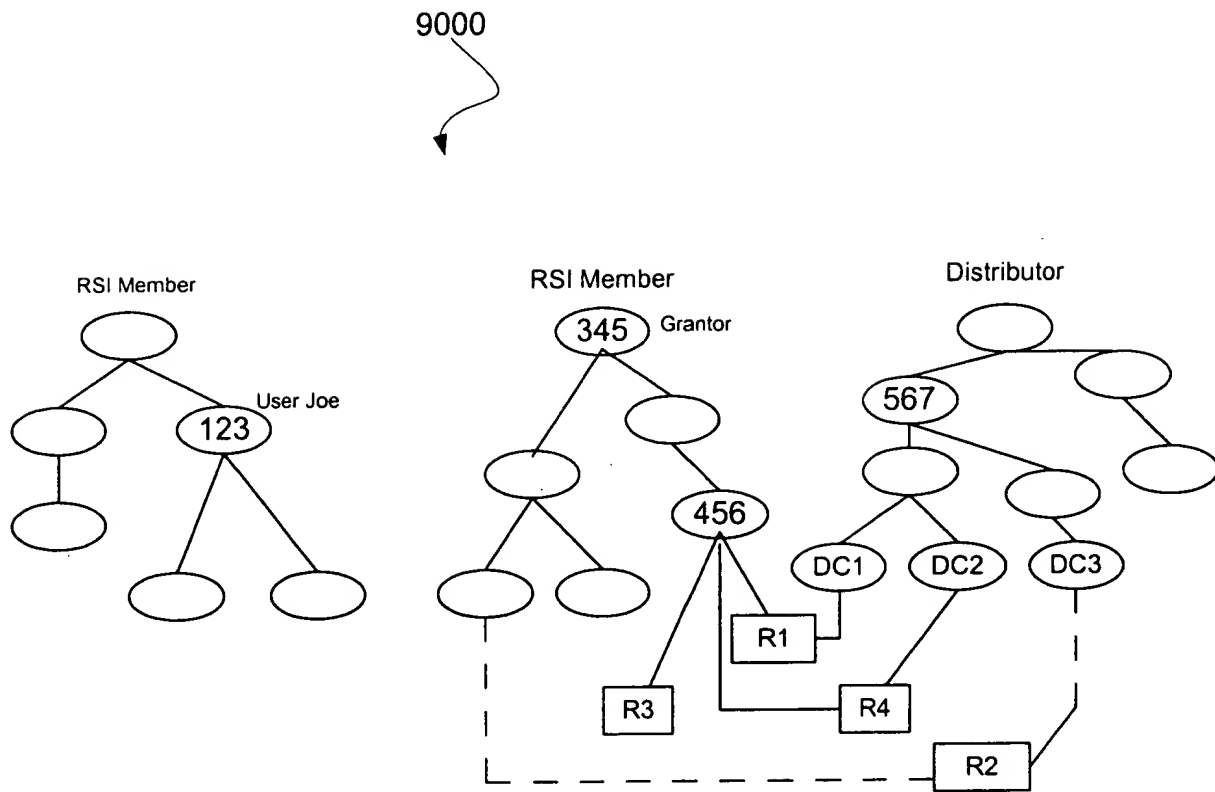


FIG. 90

9100

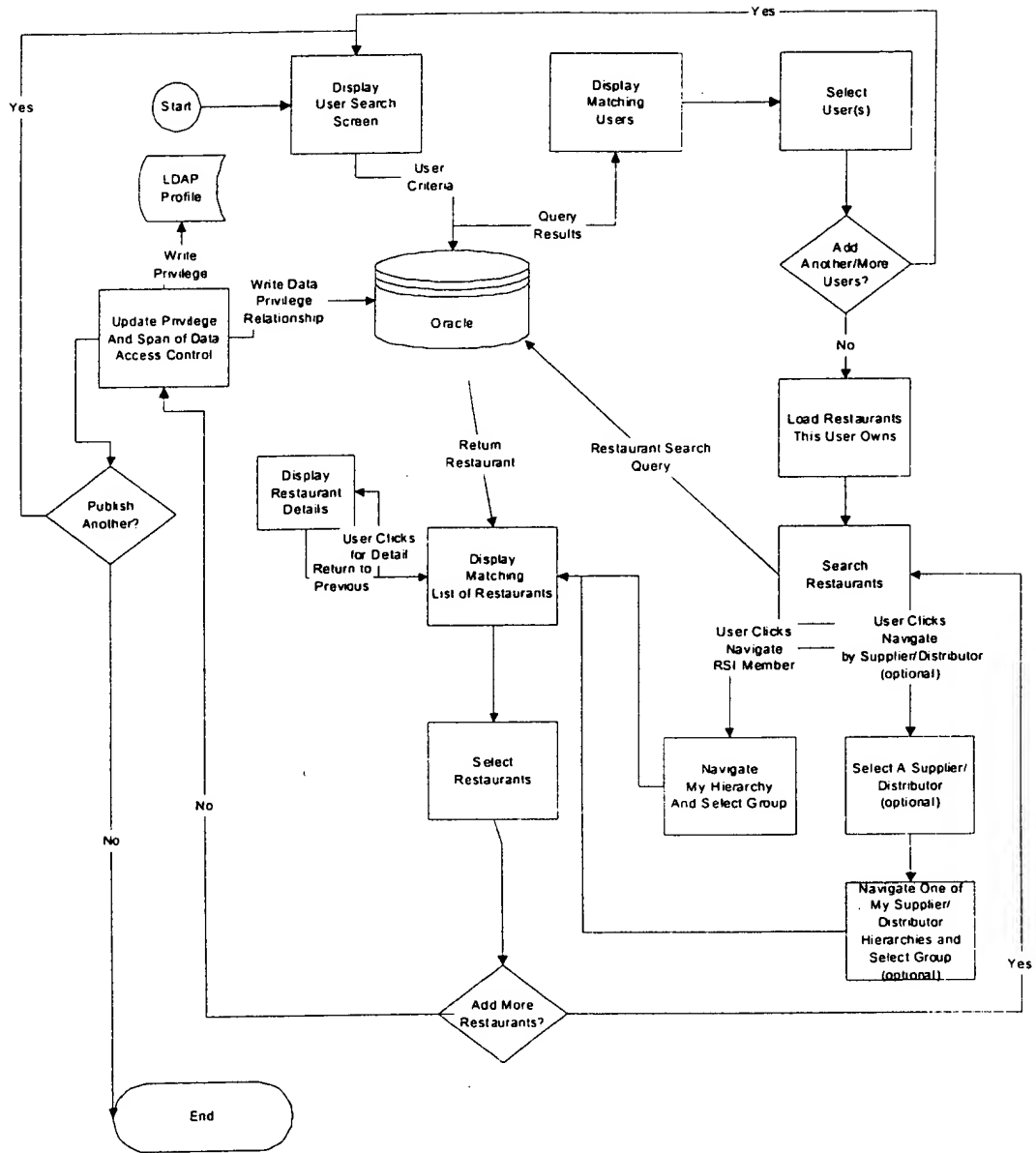


Fig. 91

FIG. 92

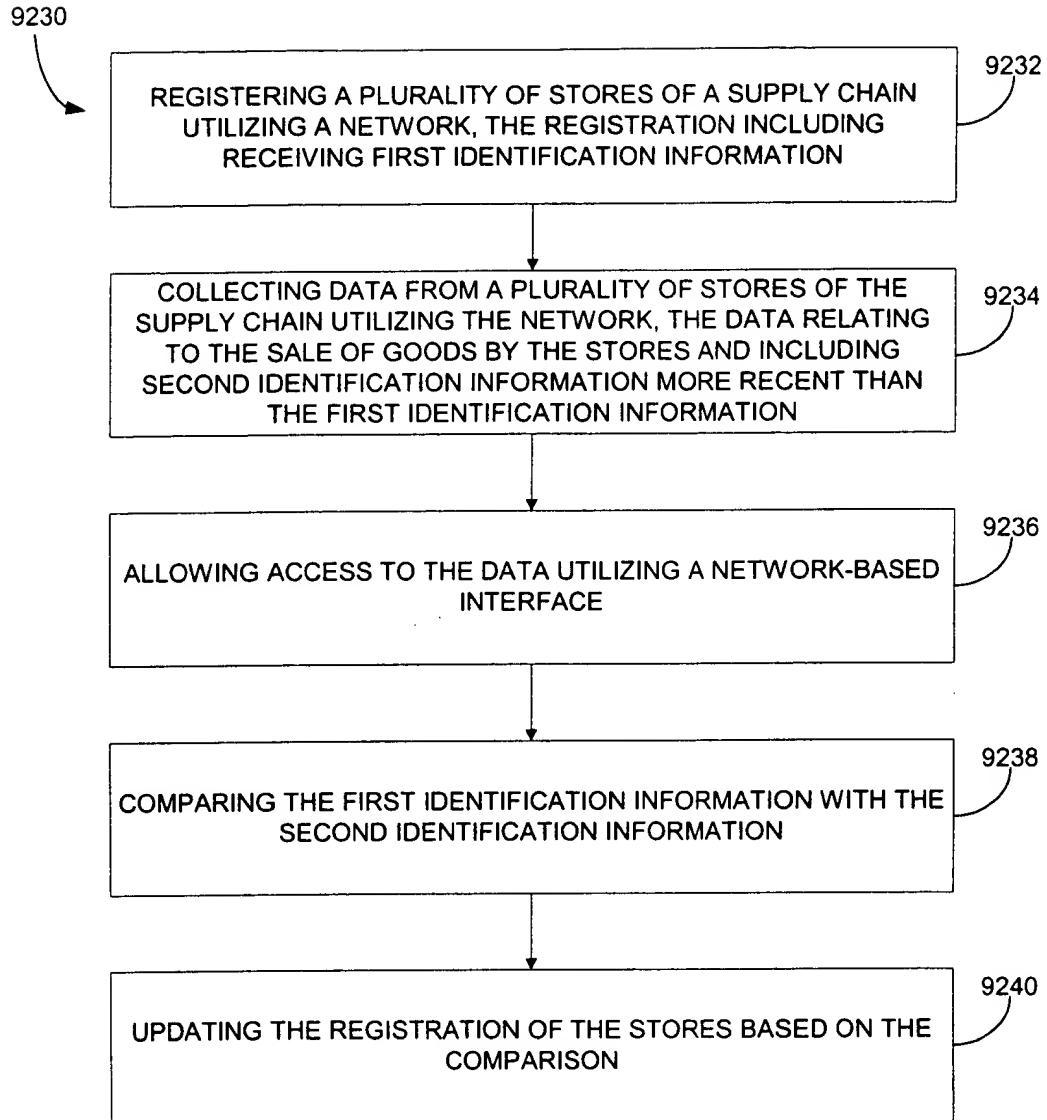


FIG. 92

FIG. 93

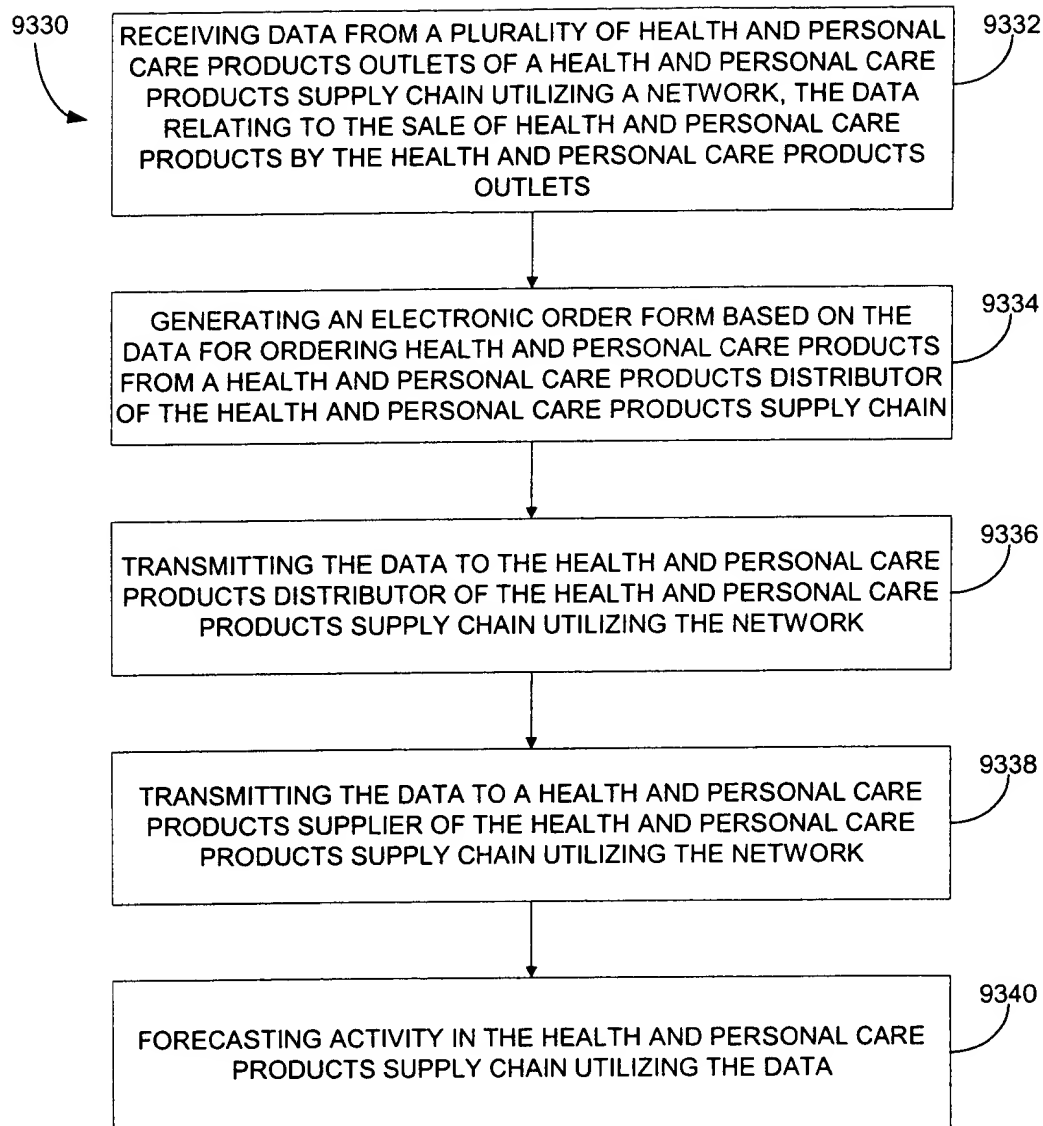


FIG. 93

09816396-070601
T09020-9689T860

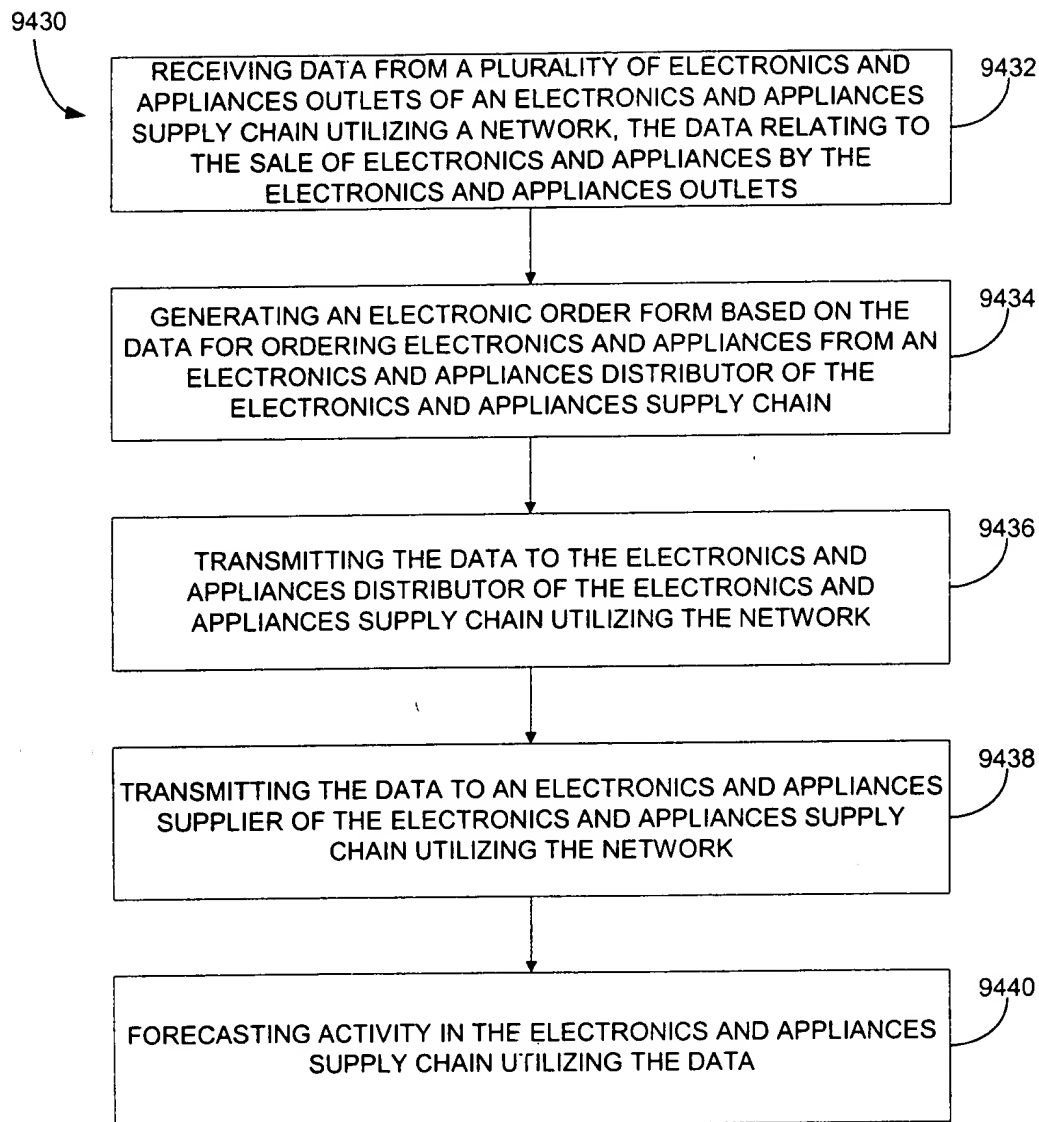


FIG. 94

09816396-070601

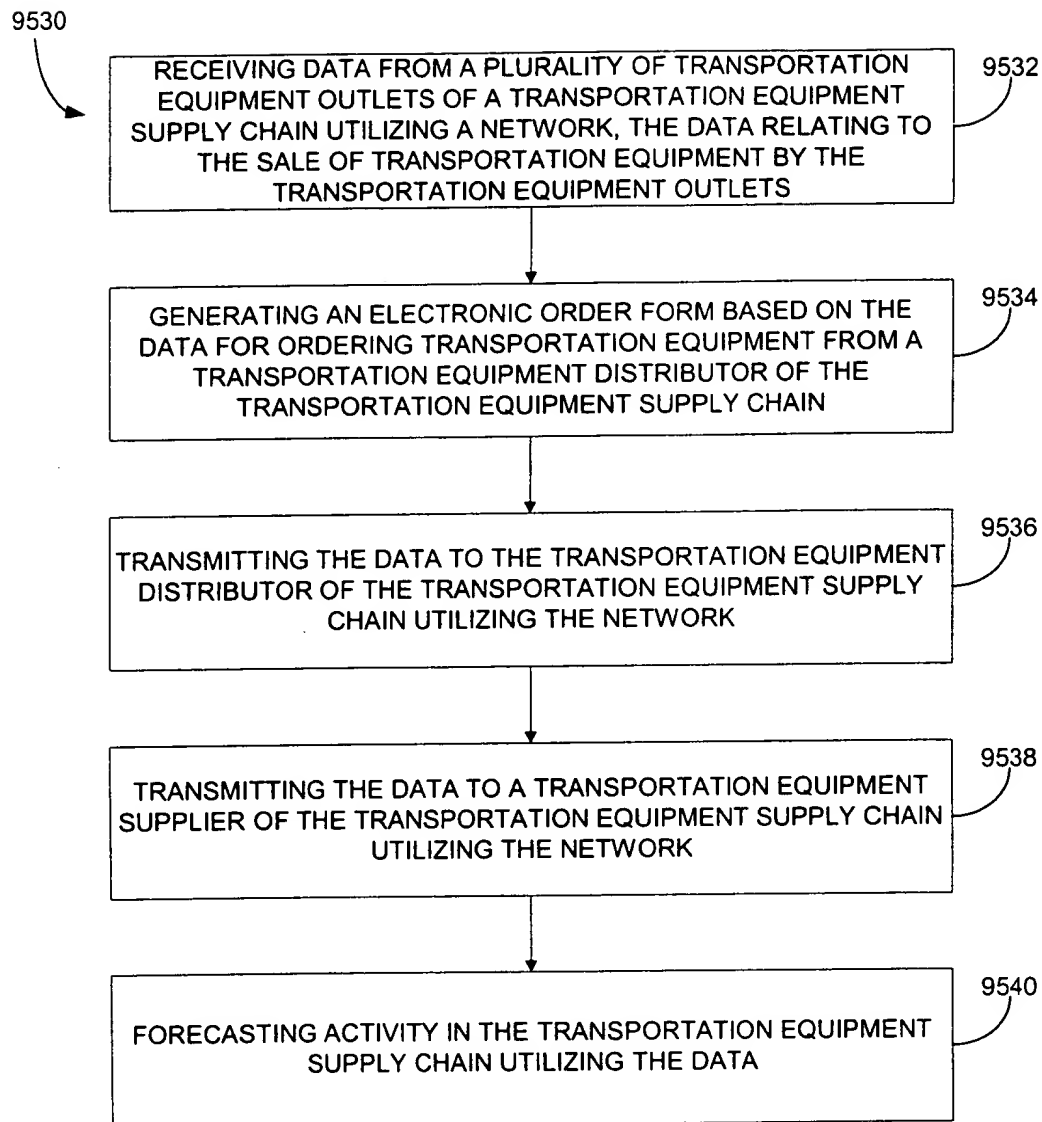


FIG. 95

09316896-070601

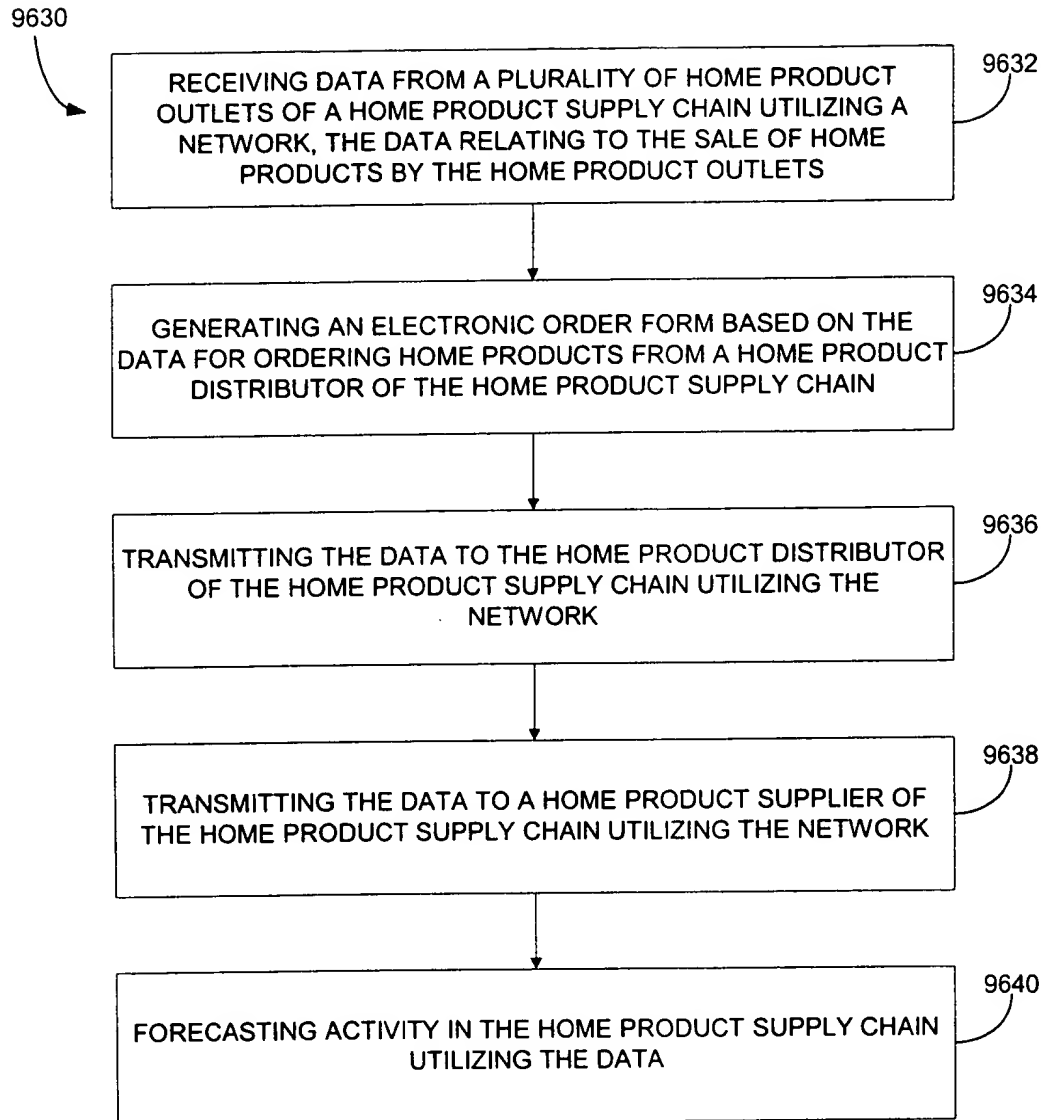


FIG. 96

09316396-070501

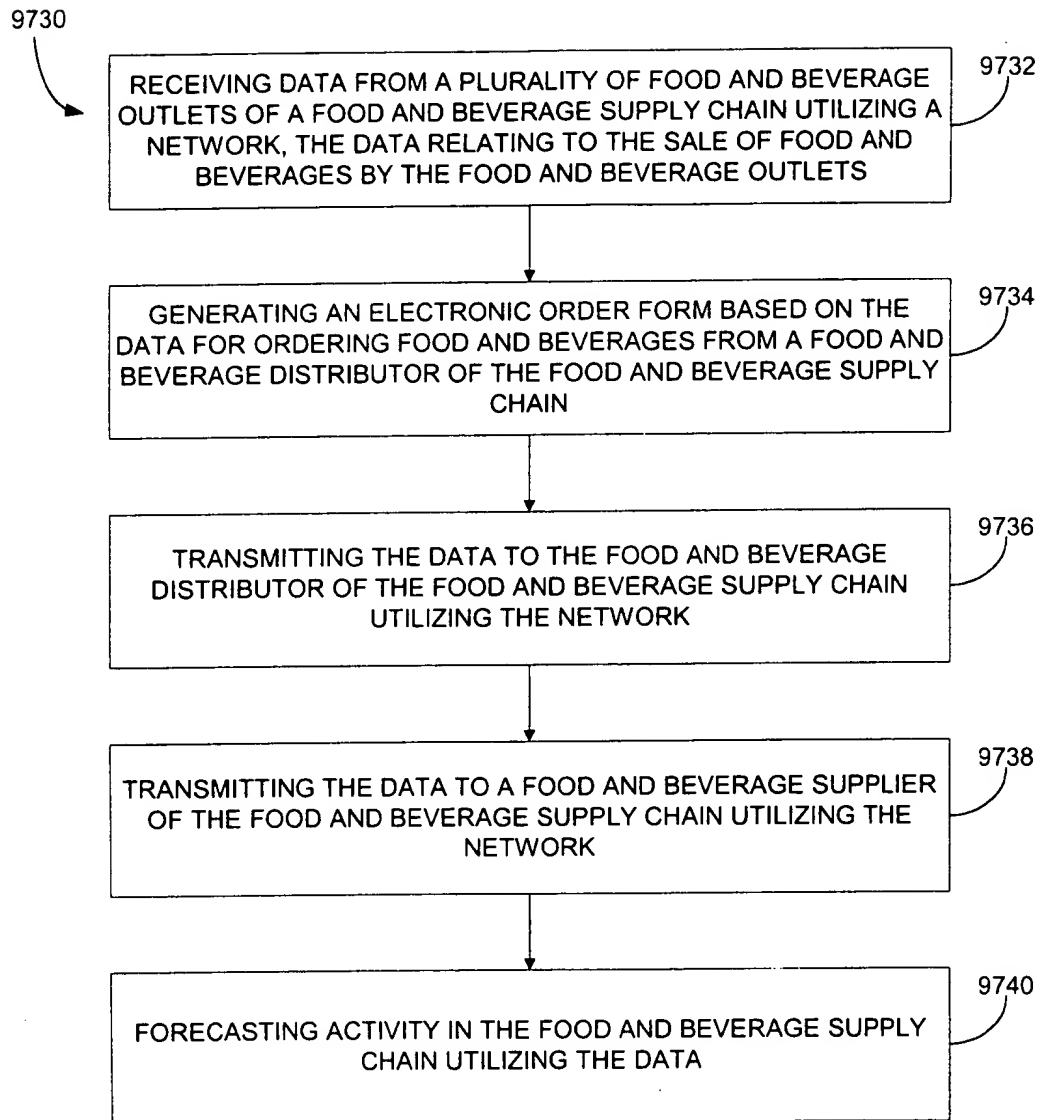


FIG. 97

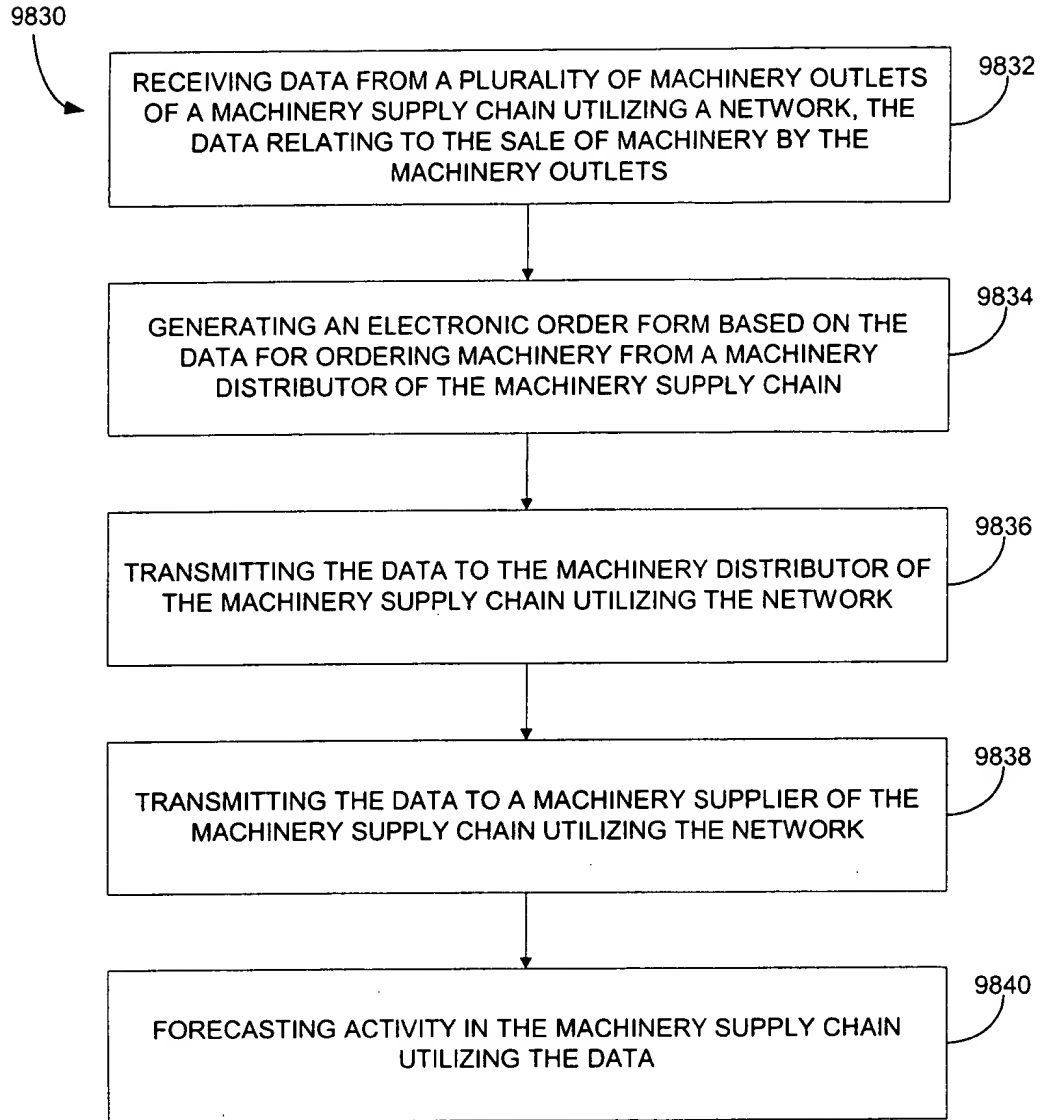


FIG. 98

091696-070601

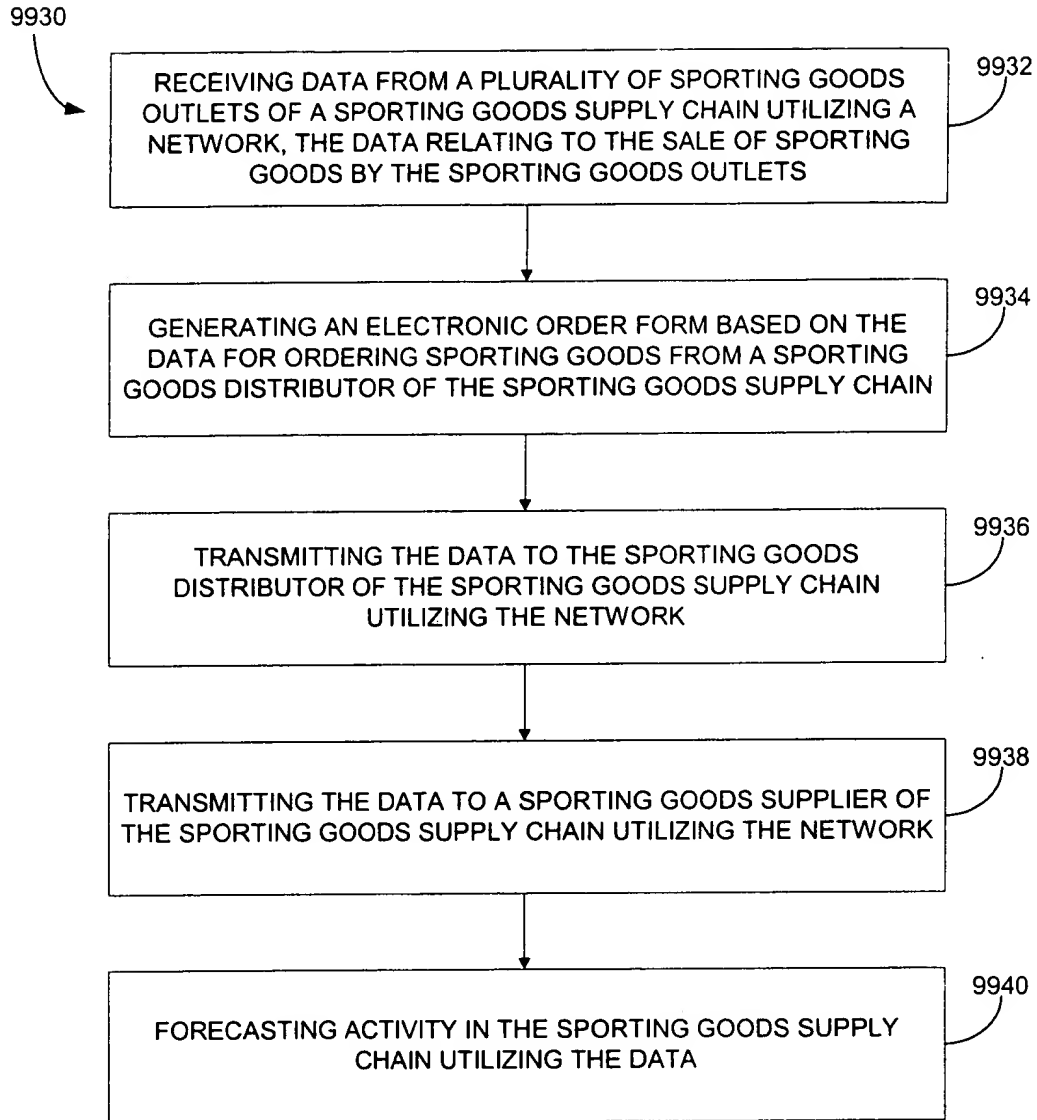


FIG. 99

09816896-070601

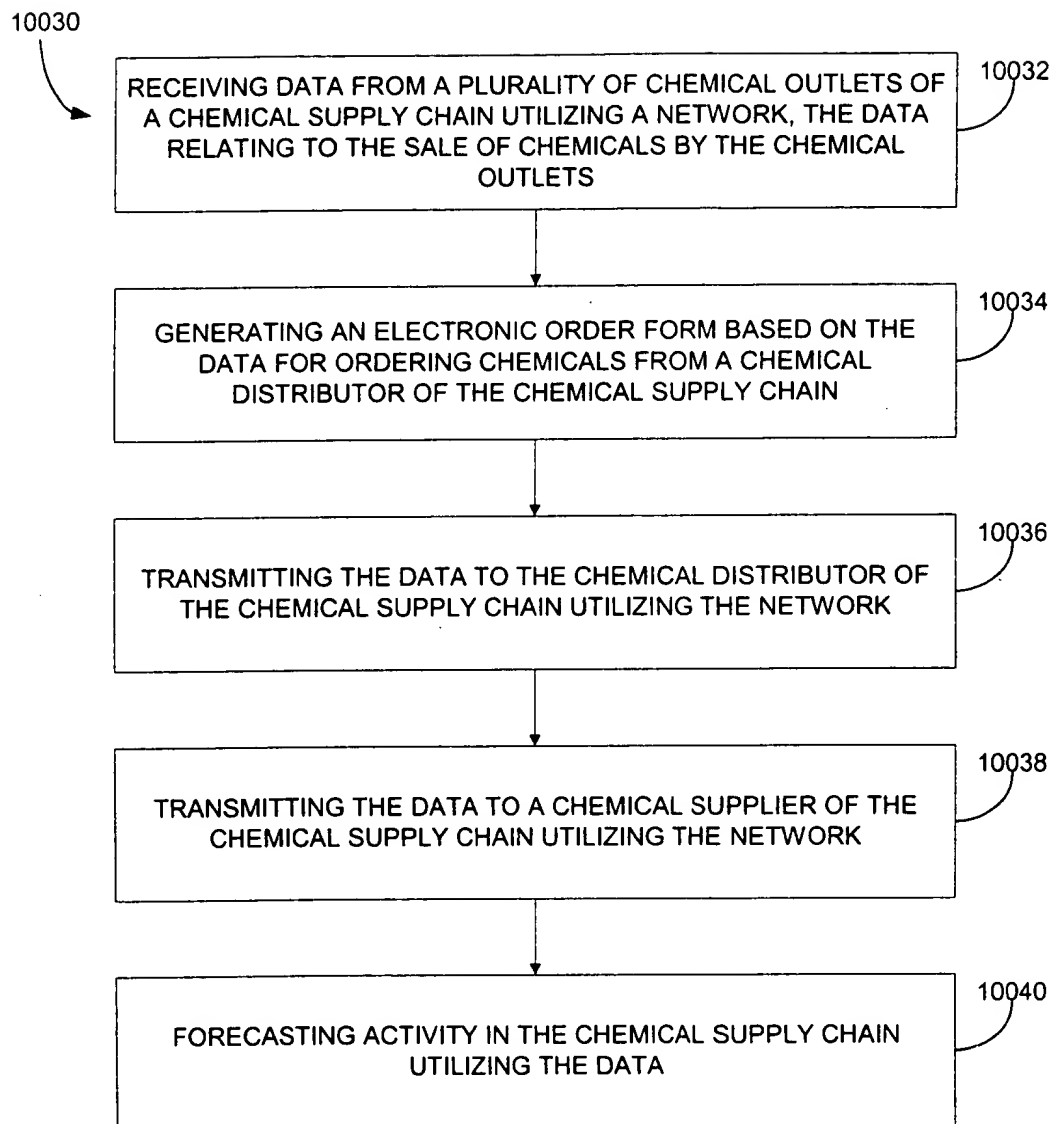


FIG. 100

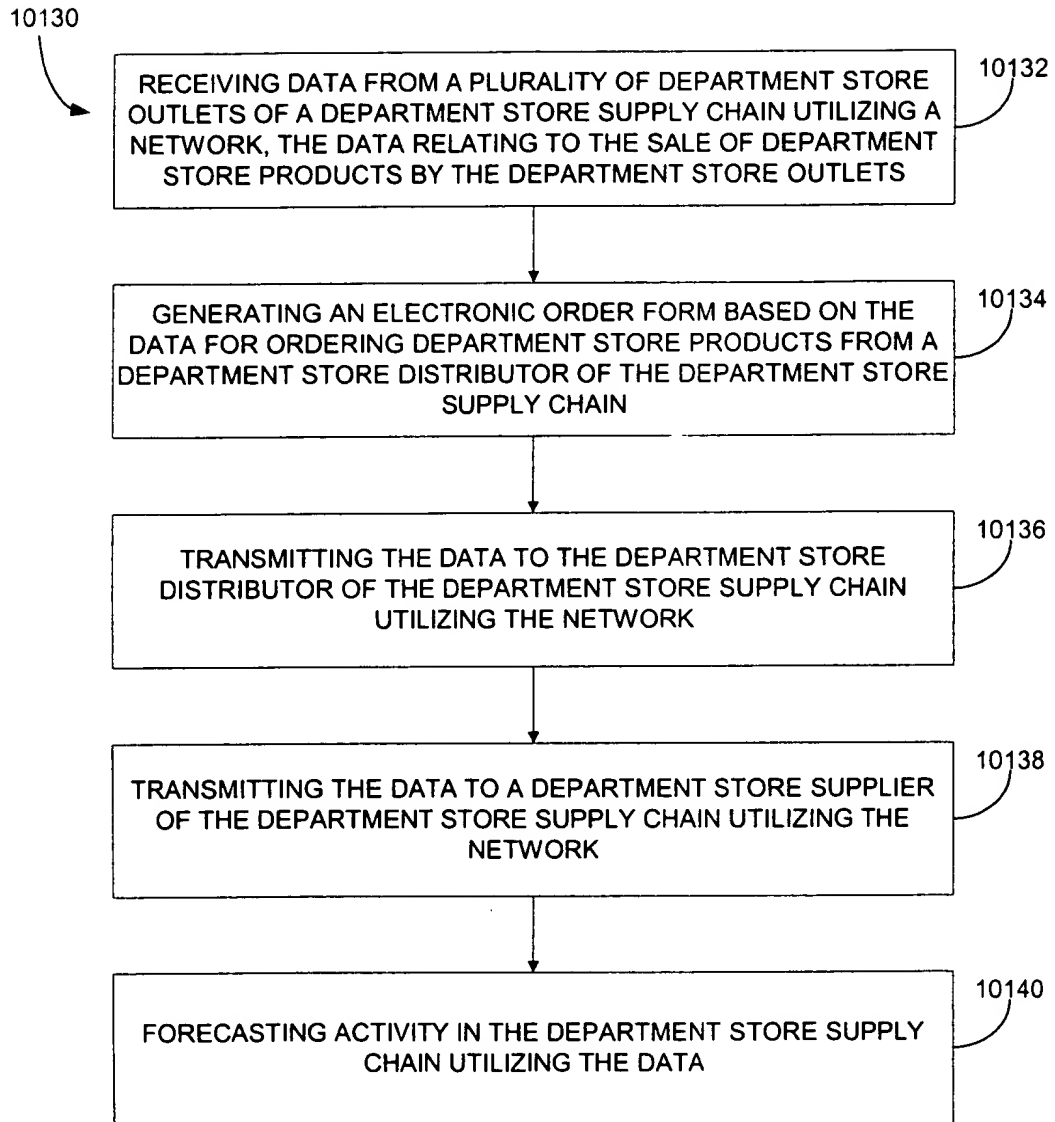


FIG. 101

09816896-070601

09816896-070601

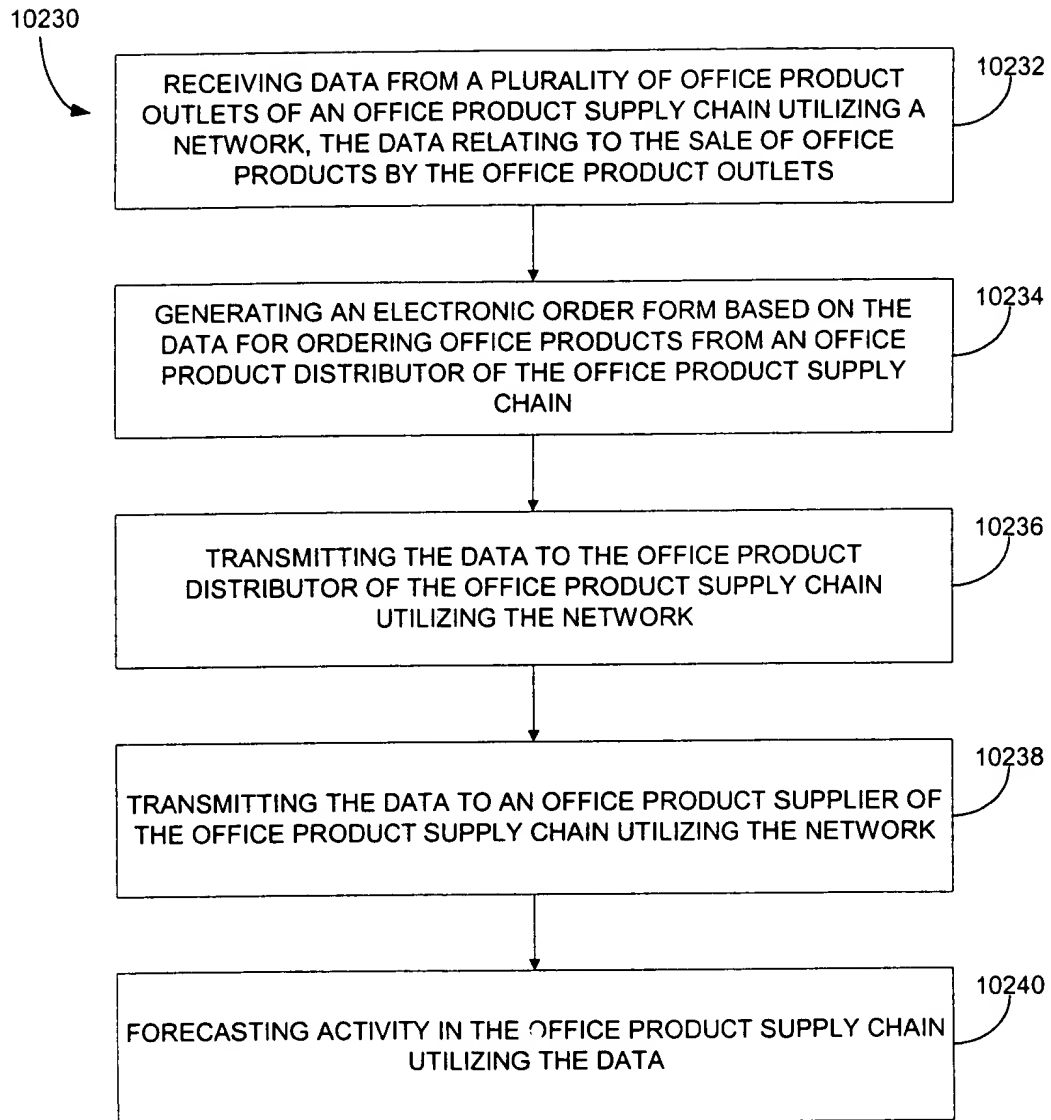


FIG. 102A

10260

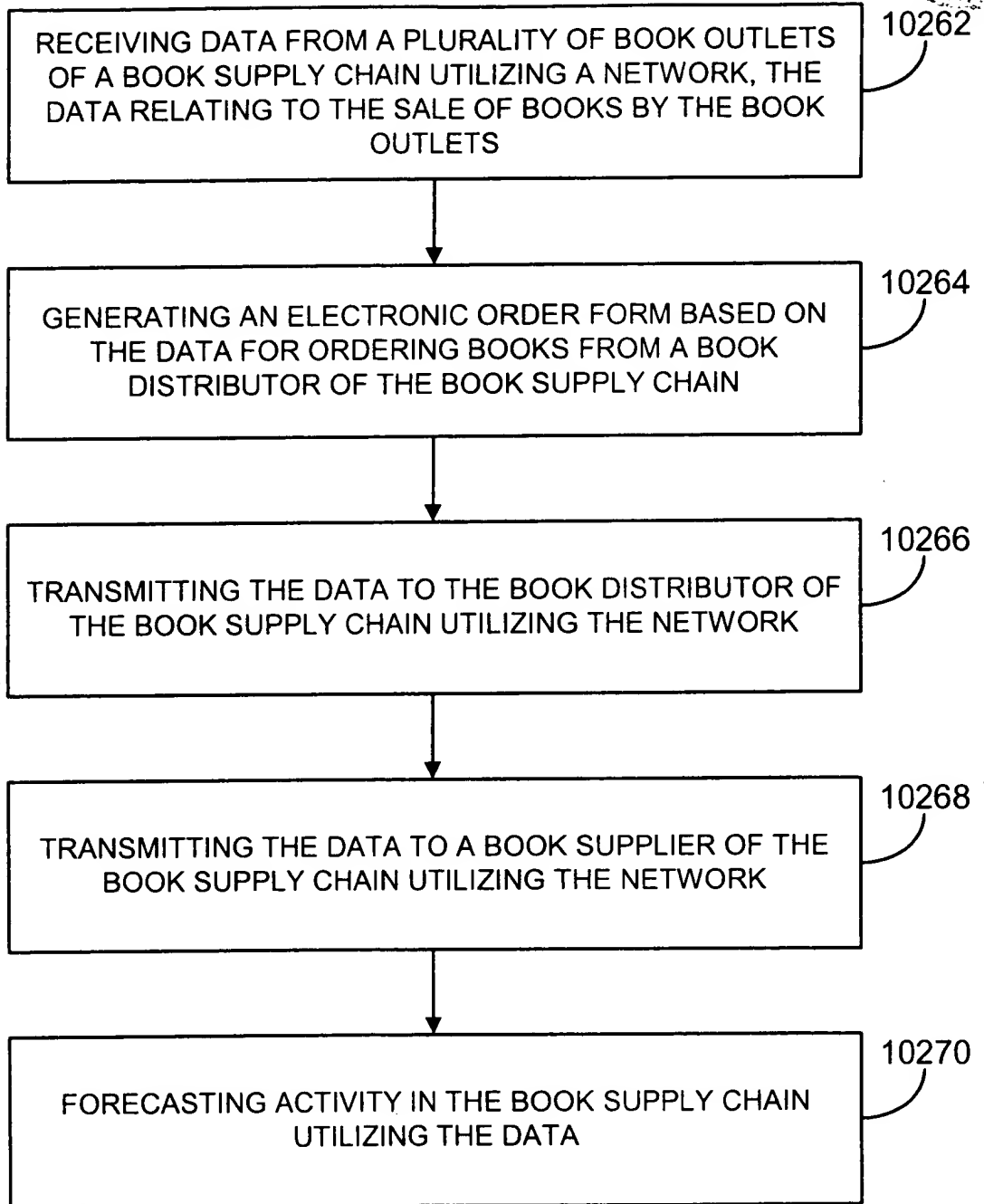


FIG. 102B

09816896-070604

09816896-070601

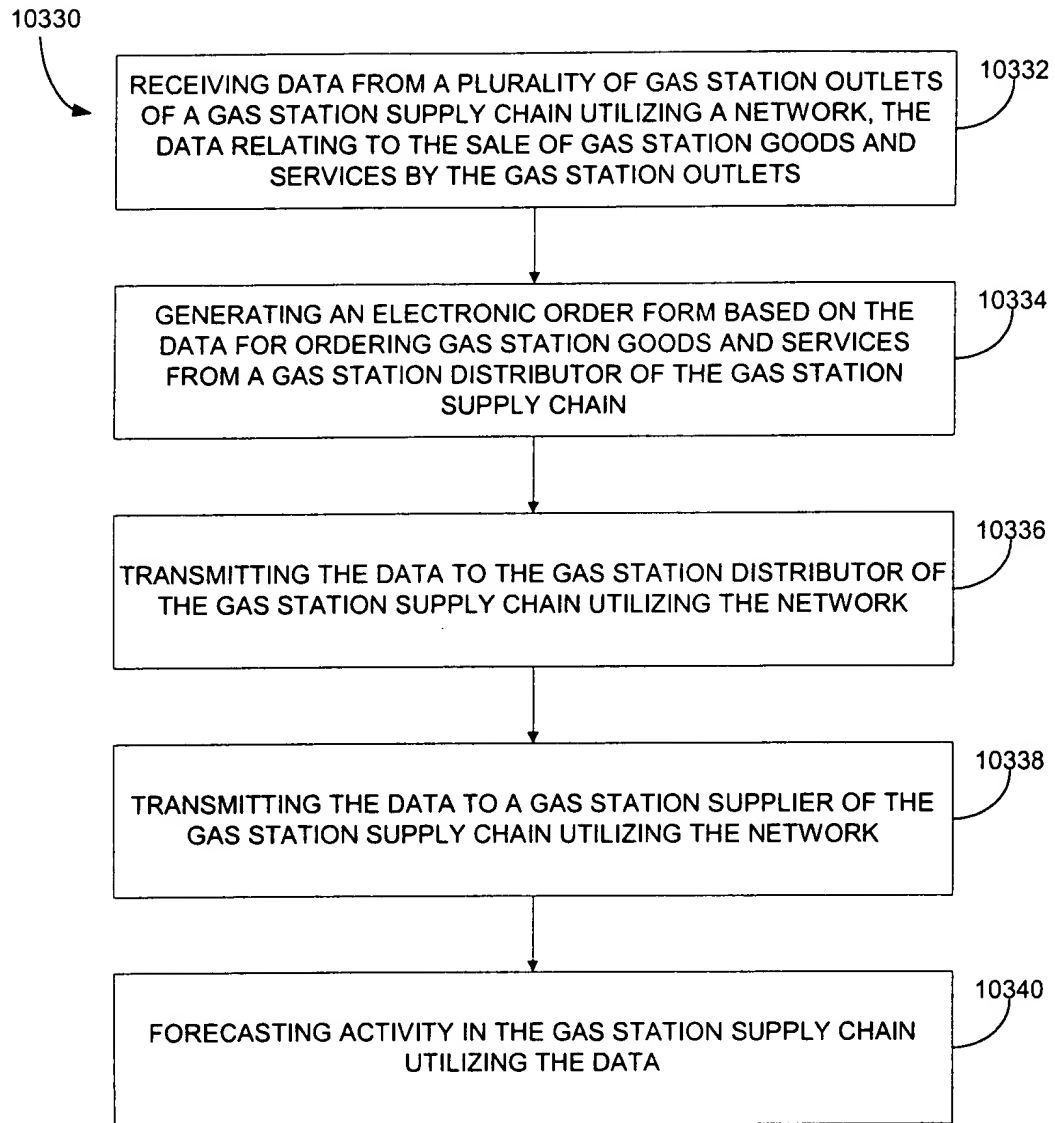


FIG. 103

109020" 5689T860

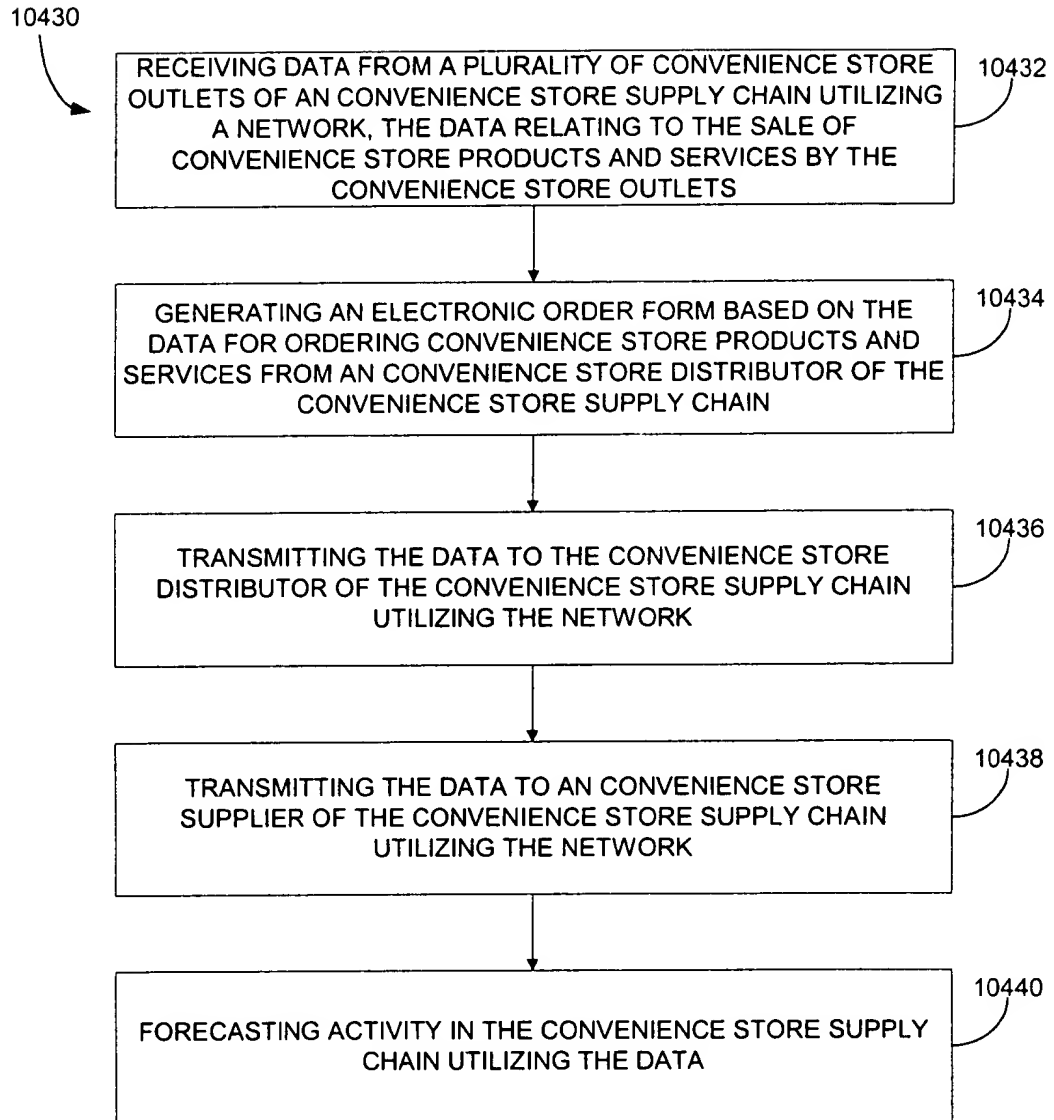


FIG. 104A

FIG. 104B

10460

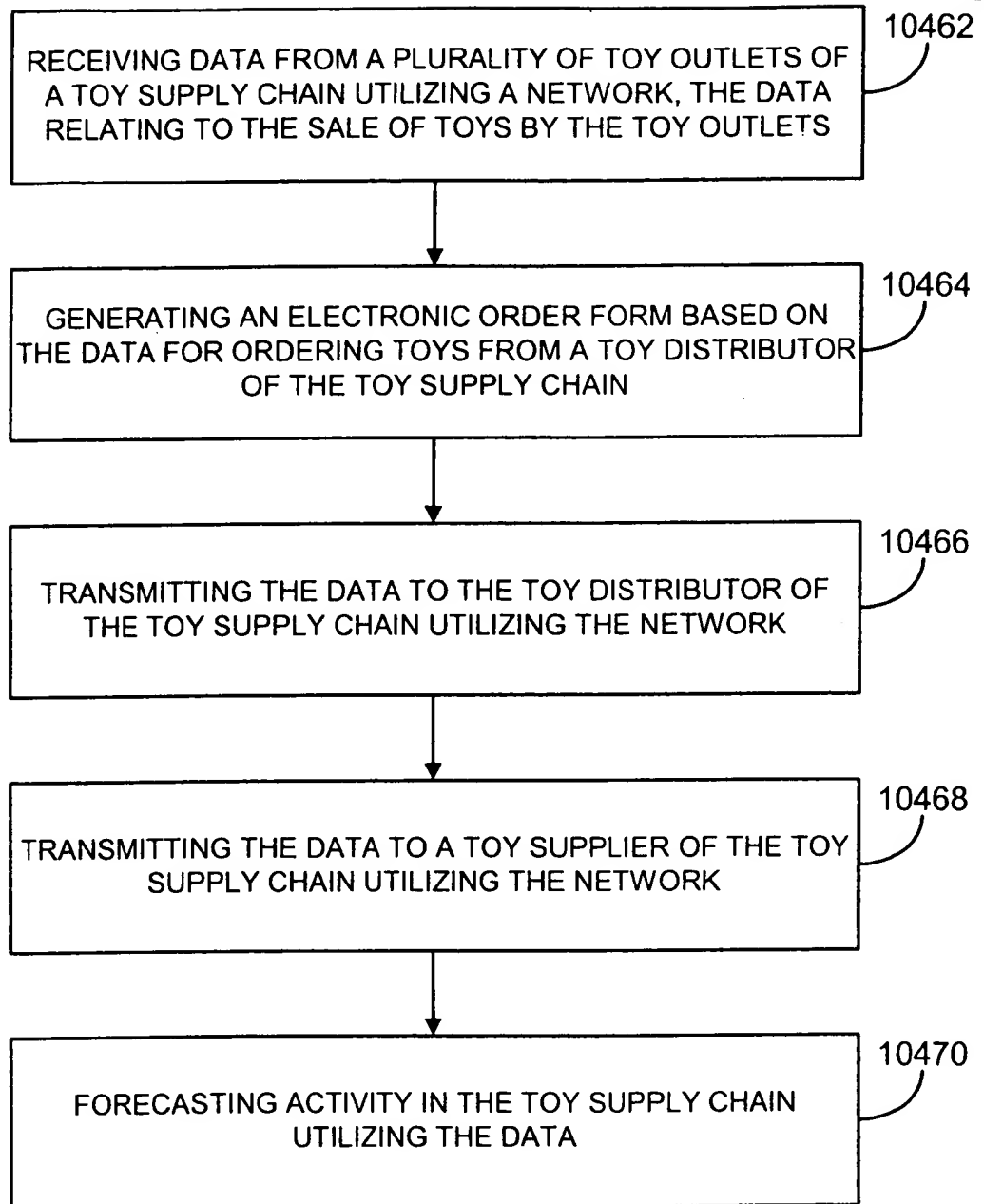


FIG. 104B

09816896-070601

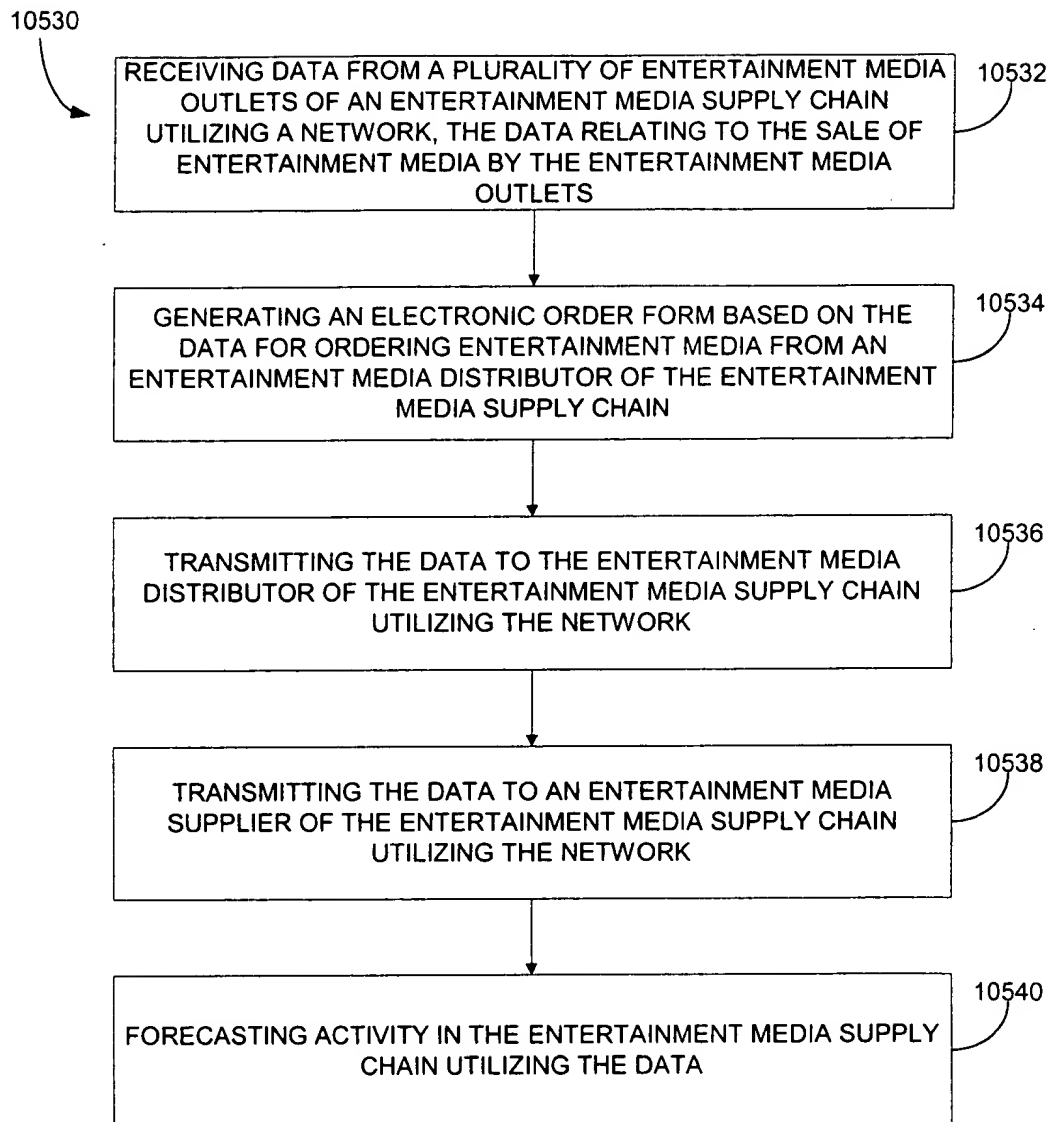


FIG. 105

09816896-070601

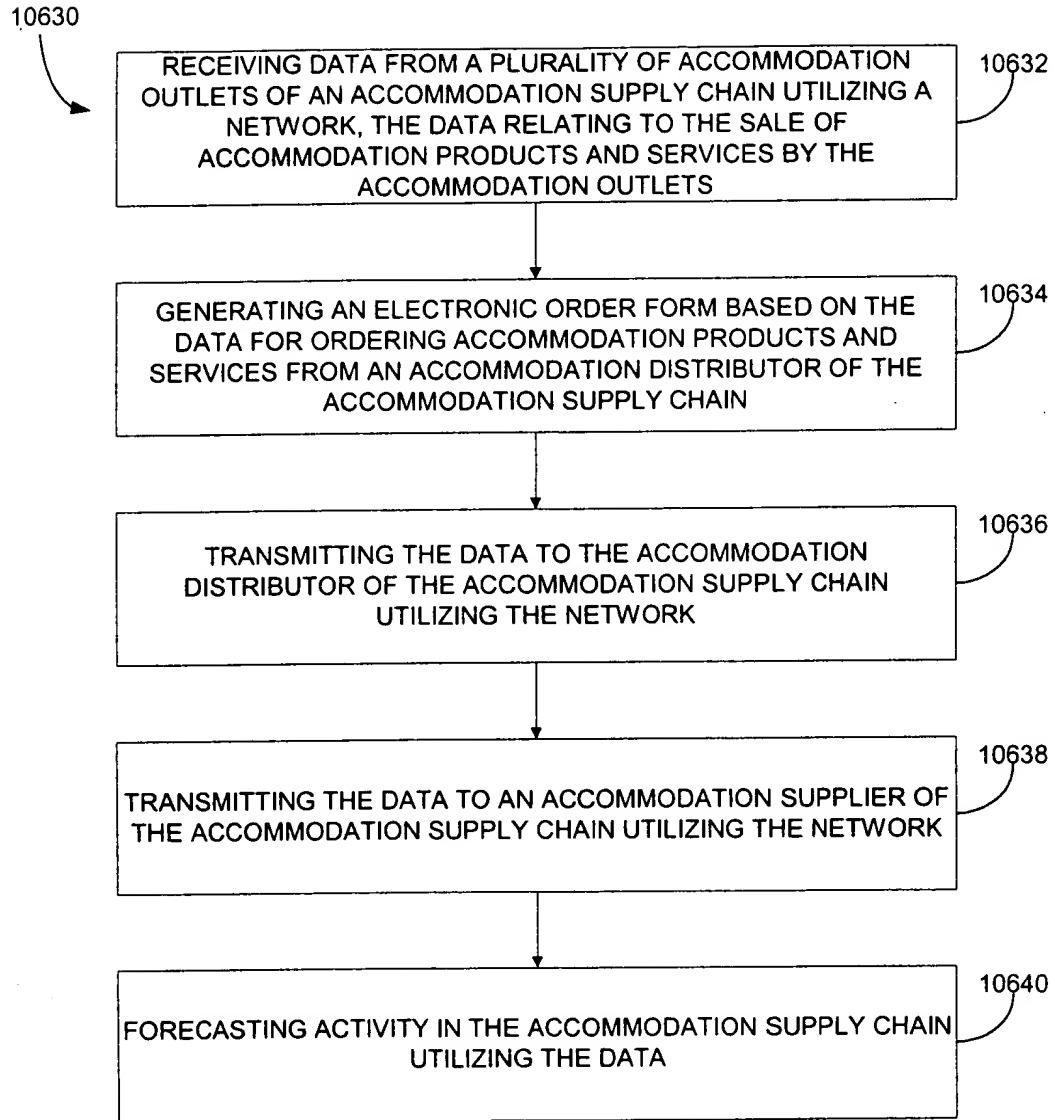


FIG. 106

2020-09-29 10:50:10

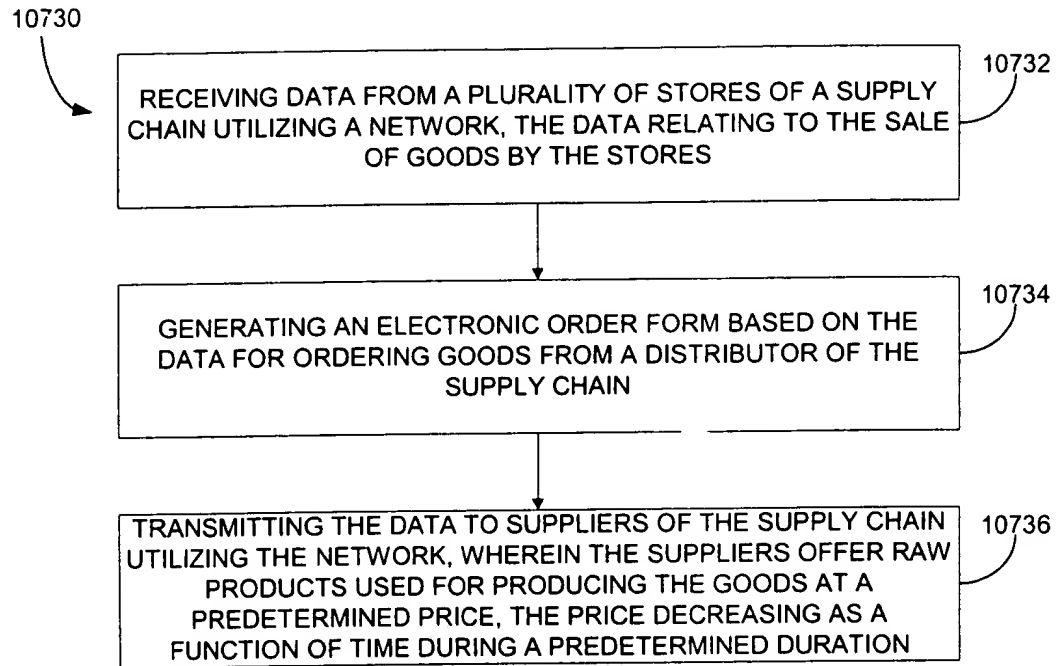


FIG. 107

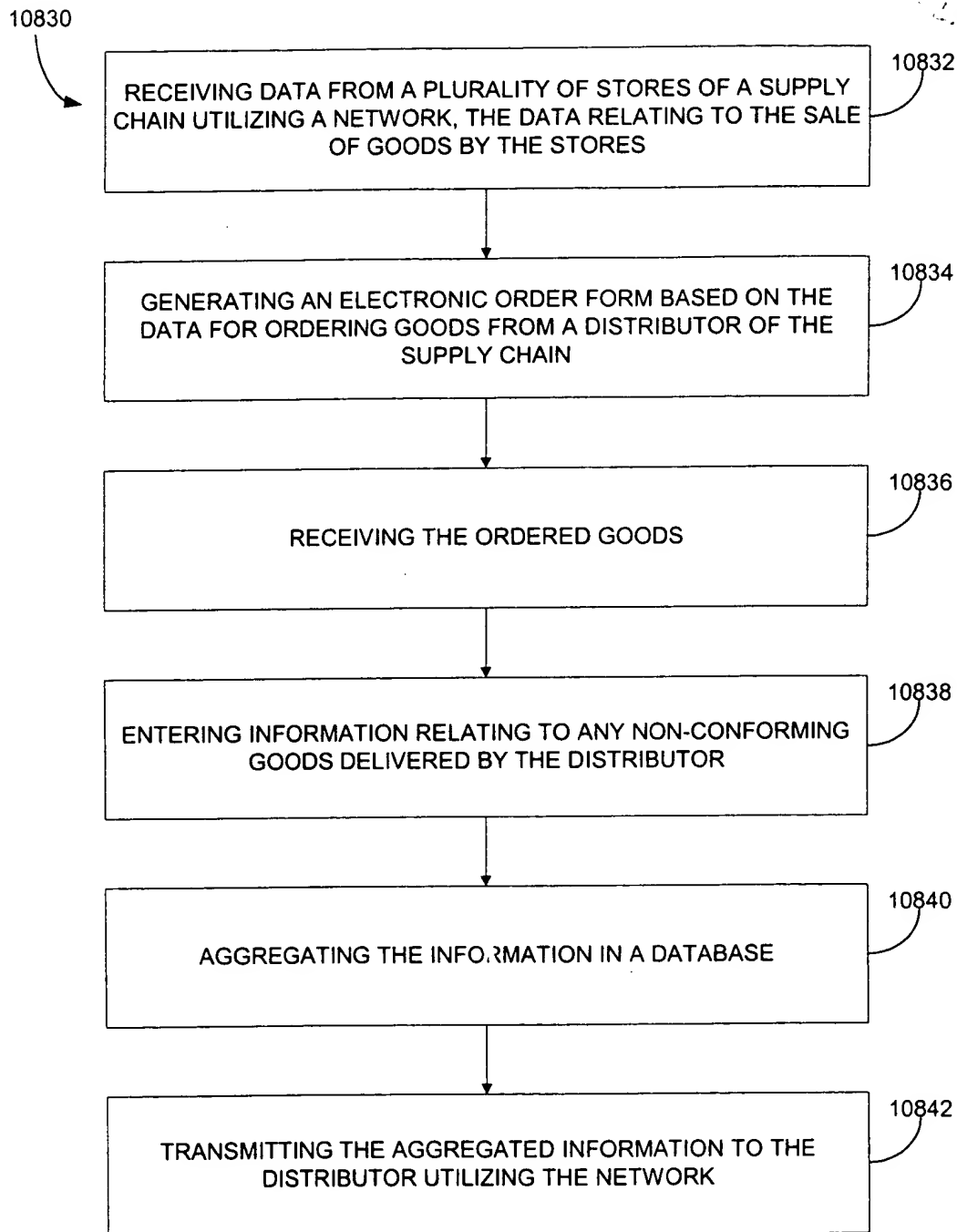


FIG. 108

09316896-070601

09816096-070601
109020-96091860

10900

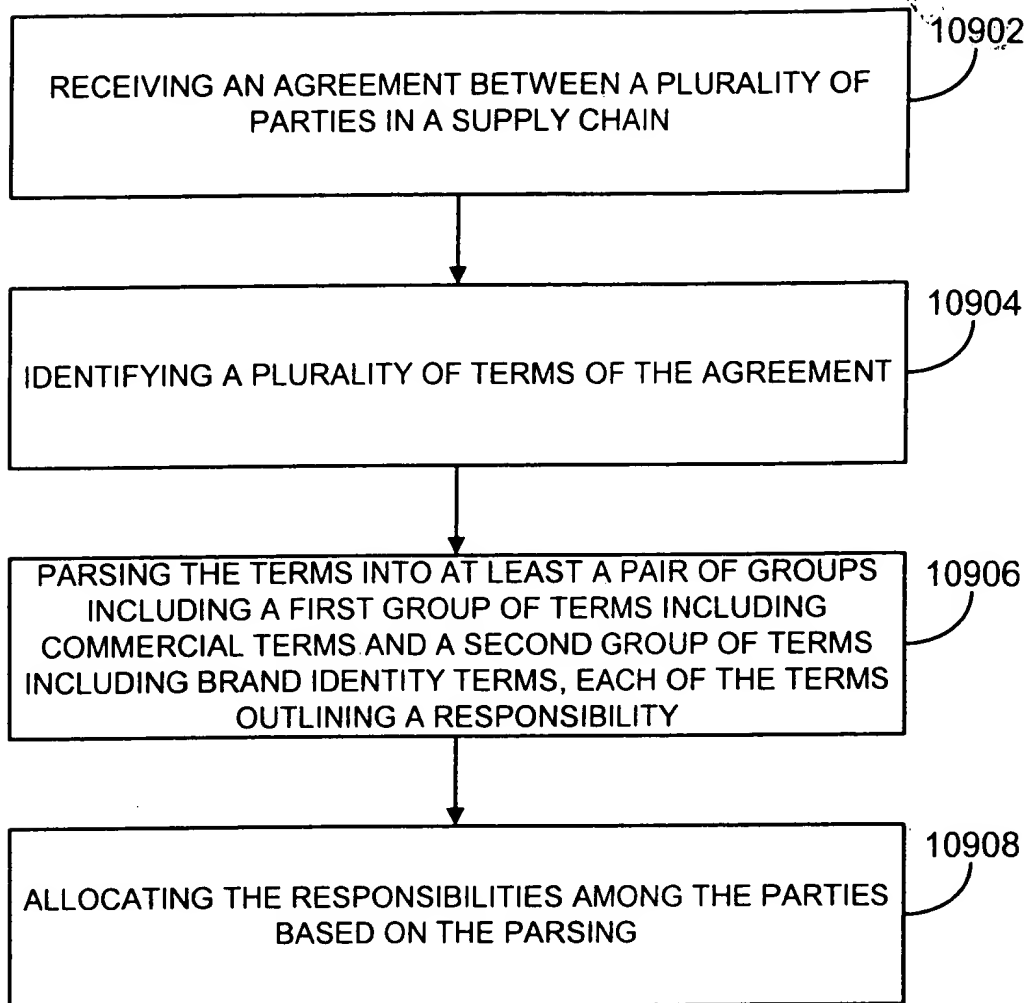


FIG. 109

11000



RECEIVING DATA FROM A PLURALITY OF SUPPLY CHAIN PARTICIPANTS OF A SUPPLY CHAIN UTILIZING A NETWORK, THE DATA RELATING TO THE SALE OF PRODUCTS BY THE SUPPLY CHAIN PARTICIPANTS

11002

DETERMINING PRODUCT SUPPLY PARAMETERS CORRESPONDING TO EACH SUPPLY CHAIN PARTICIPANT BASED ON INFORMATION INCLUDING THE DATA

11004

COMMUNICATING CORRESPONDING PRODUCT SUPPLY PARAMETERS TO AT LEAST ONE SUPPLY CHAIN PARTICIPANT

11006

FIG. 110

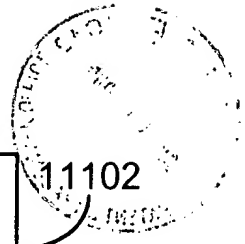
09816896-070601

11100



RECEIVING DATA FROM A PLURALITY OF SUPPLY CHAIN PARTICIPANTS UTILIZING A NETWORK, THE DATA RELATING TO THE SALE OF PRODUCTS BY THE SUPPLY CHAIN PARTICIPANTS

11102



DETERMINING RULES TO ENSURE THE INCURRENCE OF MINIMAL COSTS TO THE SUPPLY CHAIN PARTICIPANTS

11104



APPLYING THE RULES TO ENSURE SUPPLY TO THE SUPPLY CHAIN PARTICIPANTS AT MINIMAL COST WITHOUT REQUIRING THE SUPPLY CHAIN MANAGER TO TAKE TITLE TO ANY GOODS

11106

FIG. 111

11200

SELECTING ONE OF A PLURALITY OF CONTRACTS

11202

TRANSMITTING THE SELECTED CONTRACT TEMPLATE TO A
SUPPLY CHAIN PARTICIPANT

11204

RECEIVING DATA FROM SUPPLY CHAIN PARTICIPANTS
UTILIZING A NETWORK, THE DATA RELATING TO THE SALE
OF PRODUCTS BY THE SUPPLY CHAIN PARTICIPANTS

11206

ENFORCING THE CONTRACT TEMPLATES IN ACCORDANCE
WITH THE DATA

11208

FIG. 112

109040-9689T860

11300

REGISTERING A PLURALITY OF DISTRIBUTORS OF A
SUPPLY CHAIN

11302

ASSIGNING DISTRIBUTION MANAGEMENT RIGHTS TO A
SUPPLY CHAIN MANAGER

11304

RECEIVING DATA FROM A PLURALITY OF OUTLETS OF THE
SUPPLY CHAIN UTILIZING A NETWORK, THE DATA
RELATING TO THE SALE OF PRODUCTS BY THE OUTLETS

11306

MANAGING THE USE OF THE DATA DURING THE
DISTRIBUTION OF PRODUCTS TO THE OUTLETS BY THE
DISTRIBUTORS, WHEREIN THE MANAGING IS HANDLED BY
THE SUPPLY CHAIN MANAGER

11308

FIG. 113

11400



REGISTERING A PLURALITY OF DISTRIBUTORS OF A
SUPPLY CHAIN

11402



ORGANIZING AND ASSIGNING, THROUGH A SUPPLY CHAIN
MANAGER, A LOCAL DISTRIBUTION COMMITTEE FOR EACH
DISTRIBUTOR

11404



RECEIVING DATA FROM A PLURALITY OF OUTLETS OF THE
SUPPLY CHAIN UTILIZING A NETWORK, THE DATA
RELATING TO THE SALE OF PRODUCTS BY THE OUTLETS

11406



TRANSMITTING THE DATA TO EACH OF THE DISTRIBUTORS
VIA THE CORRESPONDING LOCAL DISTRIBUTION
COMMITTEE UTILIZING THE NETWORK

11408

FIG. 114

09816896-070601

11500

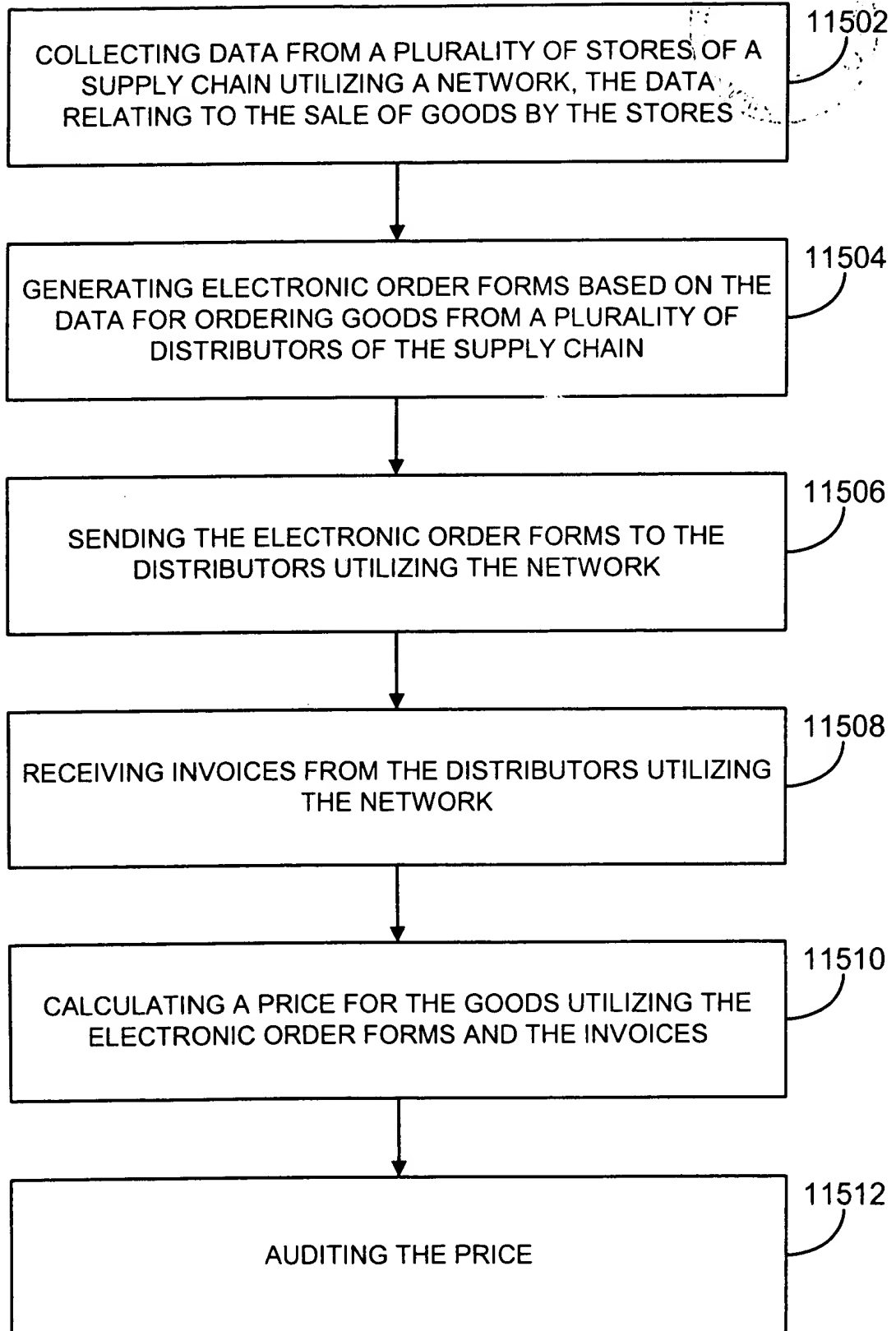


FIG. 115

11600

COLLECTING DATA FROM A PLURALITY OF SUPPLY CHAIN PARTICIPANTS UTILIZING A NETWORK, THE DATA RELATING TO THE SALE OF GOODS BY THE SUPPLY CHAIN PARTICIPANTS

11602

ALLOWING ACCESS TO THE DATA UTILIZING A NETWORK-BASED INTERFACE

11604

GENERATING ELECTRONIC ORDER FORMS BASED ON THE DATA FOR A SUPPLY CHAIN PARTICIPANT

11606

SENDING THE ELECTRONIC ORDER FORMS TO THE SUPPLY CHAIN PARTICIPANT UTILIZING THE NETWORK

11608

TRACKING A PERFORMANCE OF THE DELIVERY OF THE GOODS BY THE SUPPLY CHAIN PARTICIPANT

11610

AUDITING THE PERFORMANCE OF THE DELIVERY OF THE GOODS BY THE SUPPLY CHAIN PARTICIPANT

11612

FIG. 116

11700

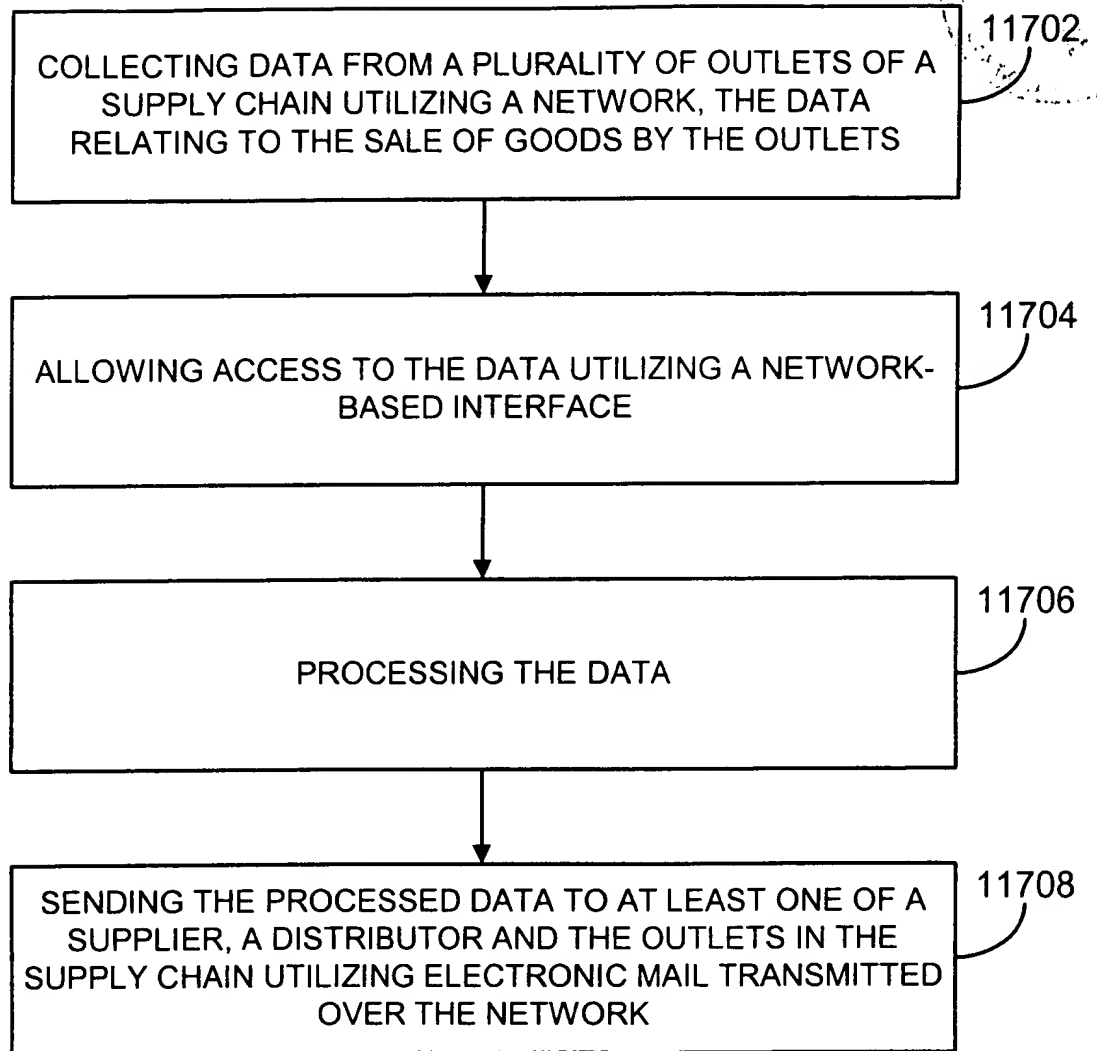


FIG. 117

11800

NEGOTIATING AN AGREEMENT WITH A SUPPLIER OF A
SUPPLY CHAIN THAT SETS A FIRST PRICE FOR A
PREDETERMINED PRODUCT

11802

ORDERING THE PREDETERMINED PRODUCT FROM THE
SUPPLIER BY A PURCHASING SUPPLY CHAIN PARTICIPANT

11804

COLLECTING DATA FROM A PLURALITY OF SUPPLY CHAIN
PARTICIPANTS UTILIZING A NETWORK, THE DATA
RELATING TO THE SALE OF GOODS BY THE SUPPLY CHAIN
PARTICIPANTS

11806

RECEIVING AN INVOICE FROM THE SUPPLIER BY THE
PURCHASING SUPPLY CHAIN PARTICIPANT, WHEREIN THE
INVOICE REFLECTS A SECOND PRICE FOR THE
PREDETERMINED PRODUCT WHICH IS DIFFERENT FROM
THE FIRST PRICE

11808

FIG. 118

09315936-070601

11900

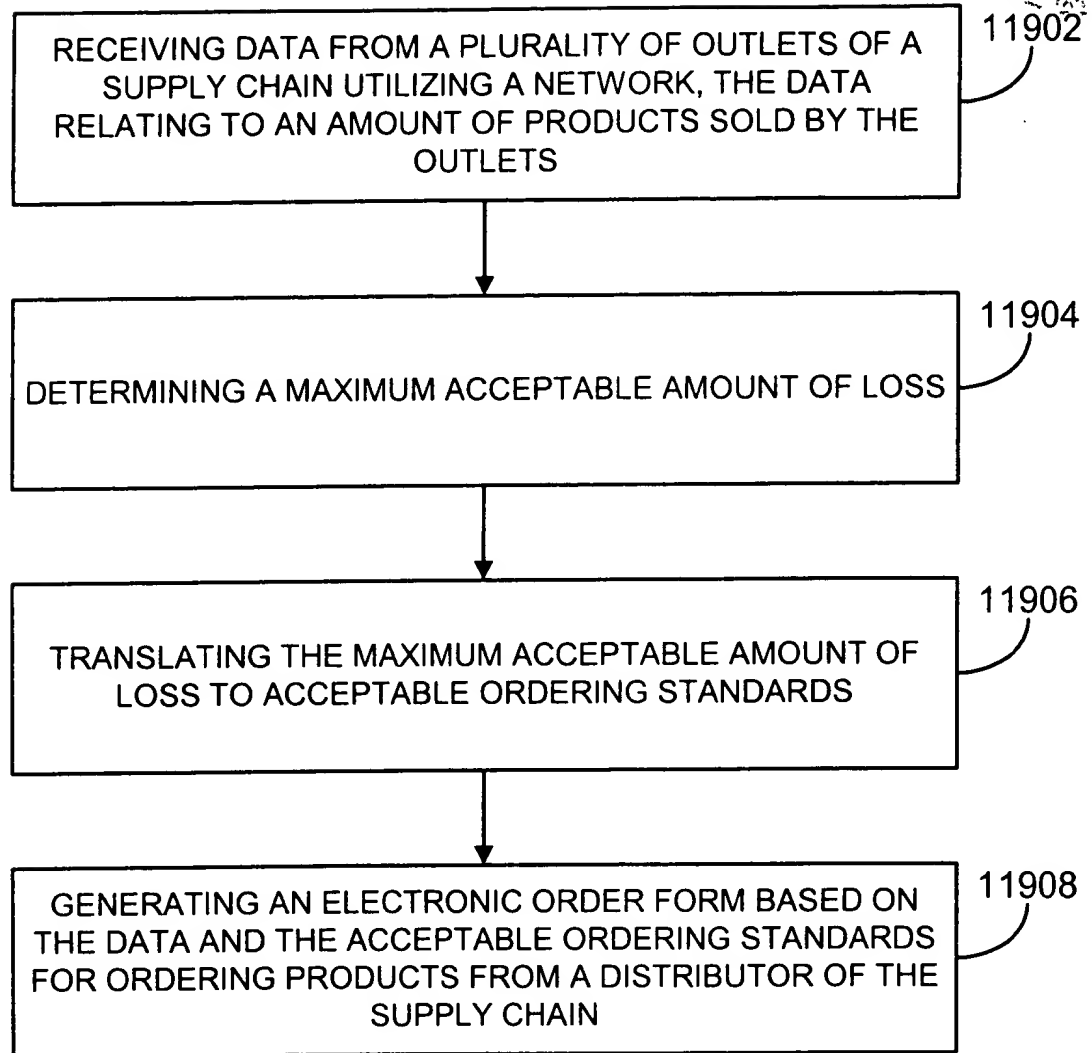
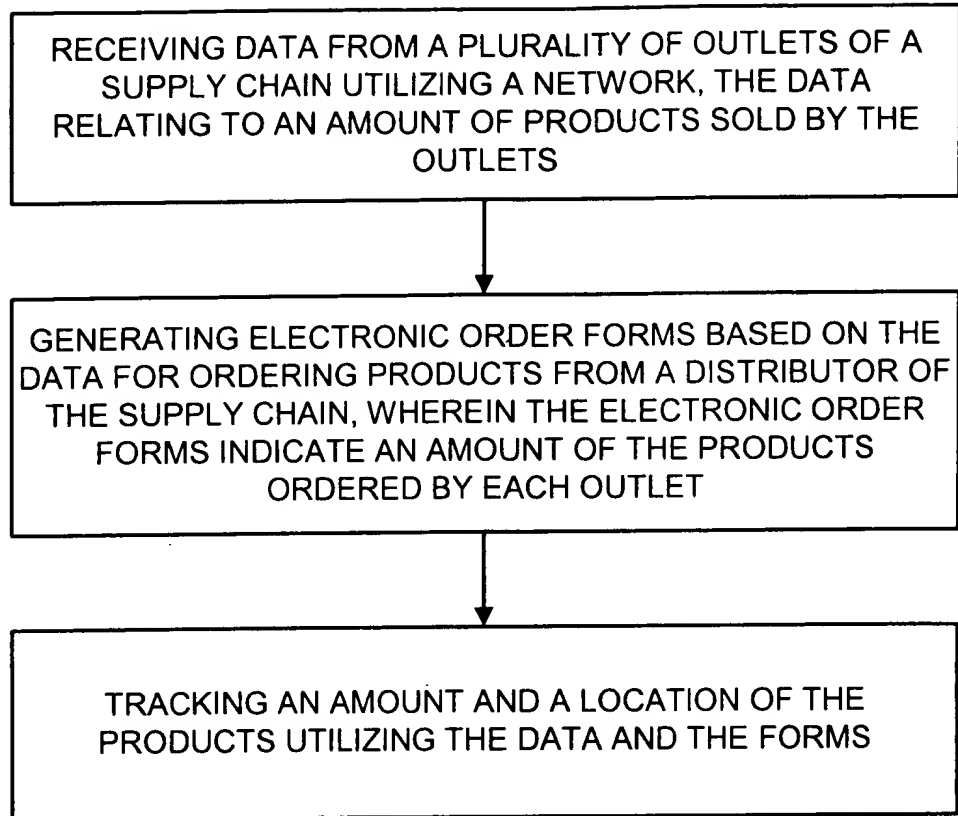


FIG. 119

FIG. 119

12000



12002

12004

12006

FIG. 120

09016896-070601

12100

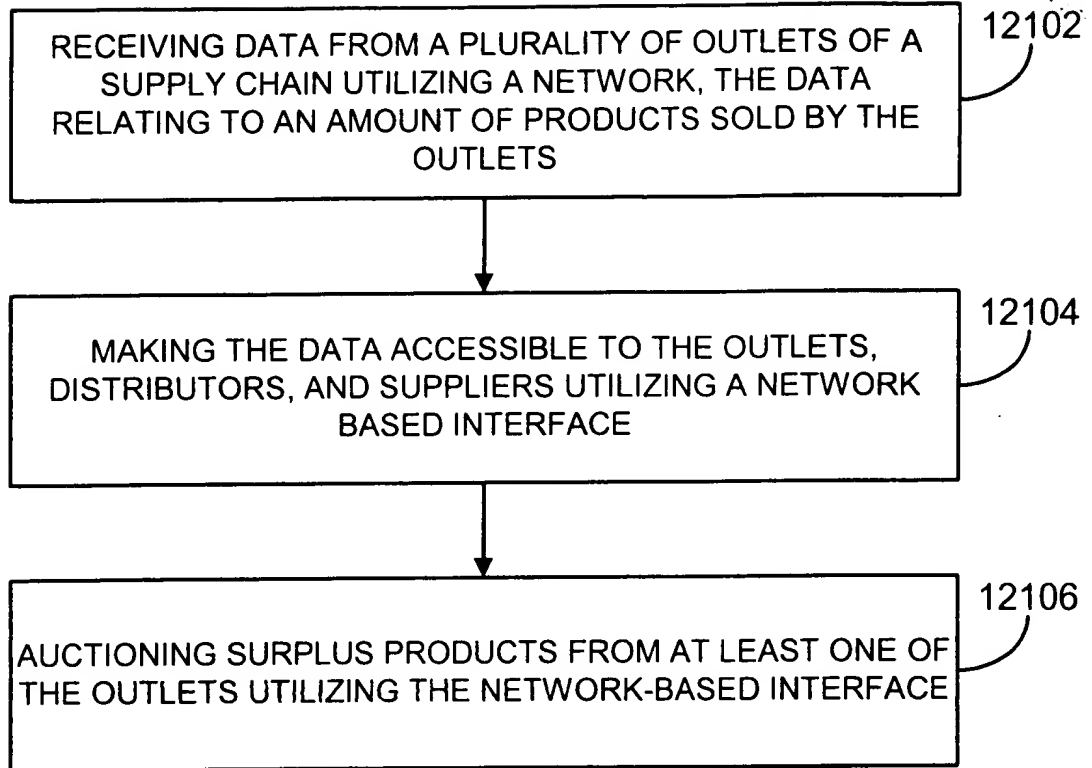
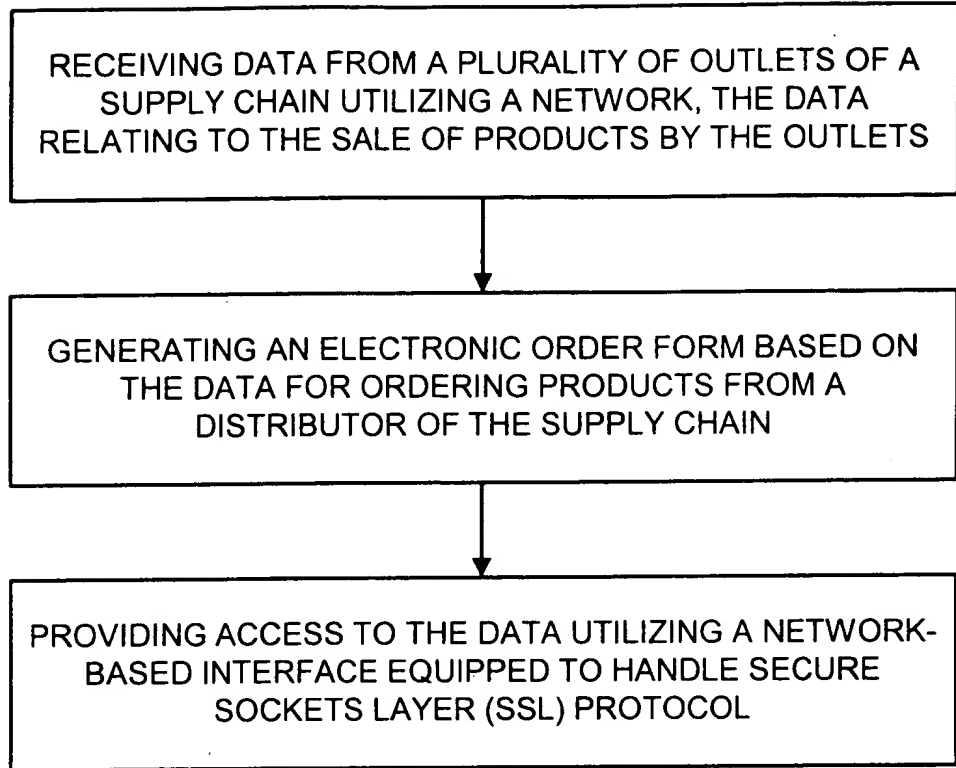


FIG. 121

12200



12202

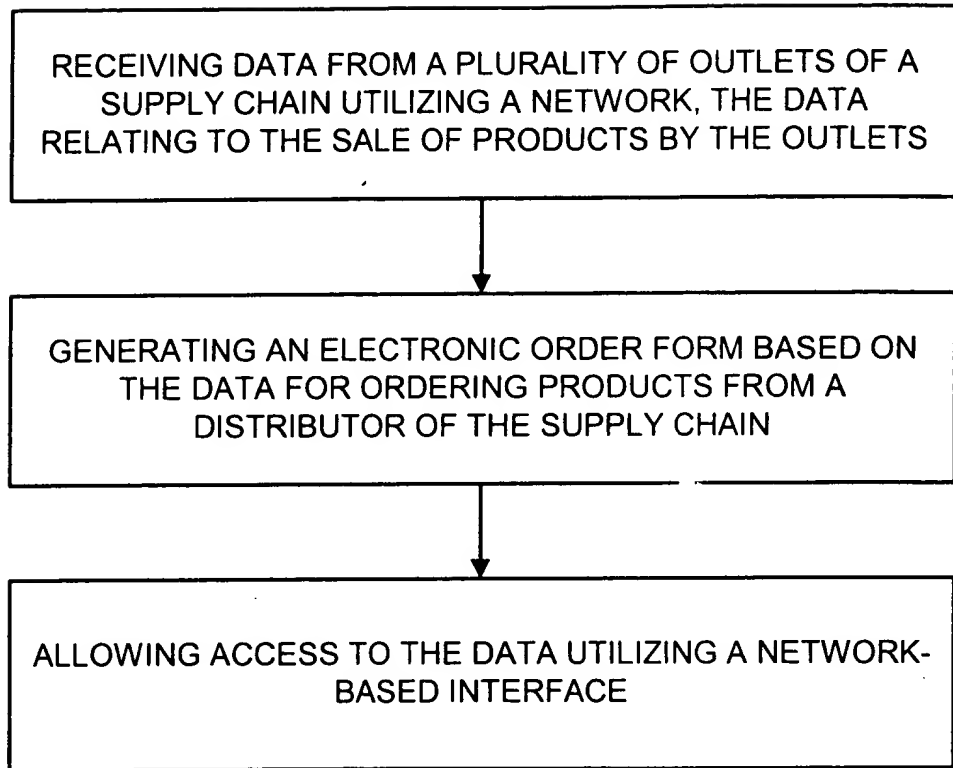
12204

12206

FIG. 122

09316896-070601

12300



12302

12304

12306

FIG. 123

FIG. 123 - 07/06/01

12400

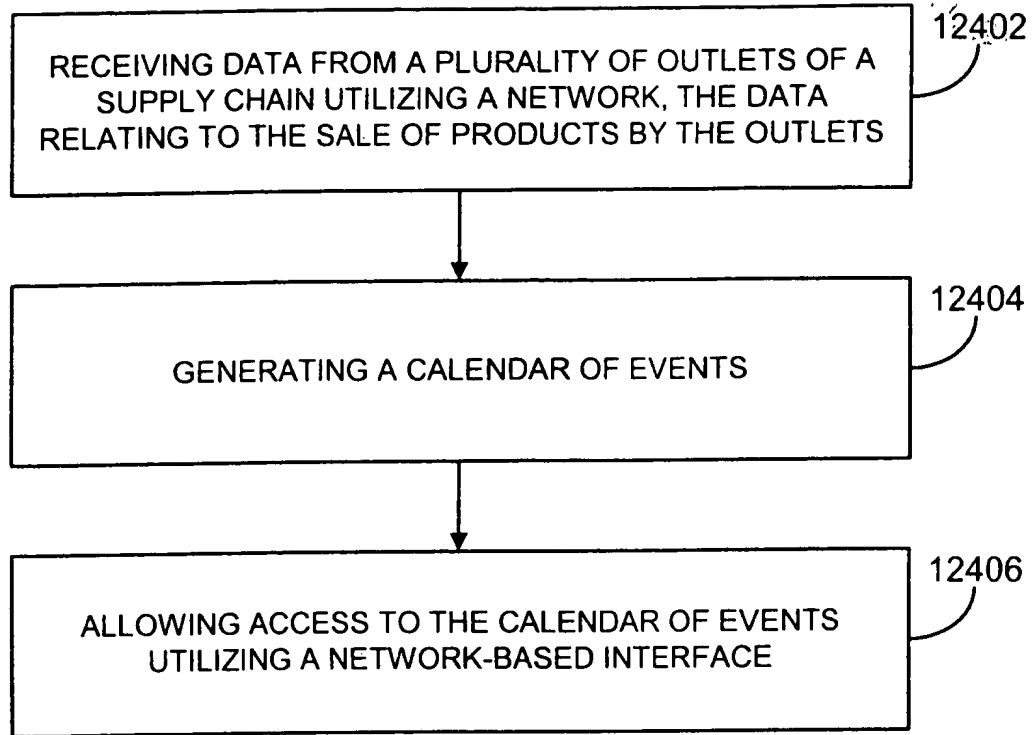


FIG. 124

FIG. 124

12500

12502

| | | | | |
|----------|---------------|-------------|-----------|--------|
| Supply | Patronage | Sales/Inv | Utilities | Window |
| Supplier | Supplier Site | Distributor | DC | |
| Item | | Items ... | | |

FIG. 125

12600

12602

| | | |
|------|-------|-----|
| Sort | Print | New |
|------|-------|-----|

FIG. 126

12700

12702

| | | | |
|-------------------|--------------|--------|--|
| Item Desc: | | | |
| Item Number: | Status Code: | Active | |
| Product Cat Code: | Item Rank: | | |

FIG. 127

FOI b7 - DATED 08-21-2018

FO9020" 9689T860

12800



Landed Cost by Distribution Center

| Item | Inv FOB | Freight | Landed | Routing |
|---------------------------|---------|---------|--------|---------|
| Bag - Medium | 4.85 | 0.23 | 5.08 | TL |
| Bag - Large | 6.7 | 0.23 | 6.93 | TL |
| Biscuits - Frozen | 12.33 | 1.15 | 13.48 | TL |
| Brush - Pot, Long Handle | 40.2 | 2.02 | 42.22 | TL |
| Brush - Pot, Short Handle | 24 | 1.39 | 25.39 | TL |
| Carton - Breakfast | 16.59 | 1.1 | 17.69 | RDC |
| Carton - Large Fry | 29.91 | 0.81 | 30.72 | RDC |
| Carton - Medium Fry | 18.92 | 0.73 | 19.65 | TLMIN |

FIG. 128





12900



FIG. 129

09816896-070601

13000

| | | | |
|----------------------------|---------------------------------------------------------------|--------------------------------|----------|
| Supplier Item Desc: | | Item No: | |
| Current: | <input checked="" type="radio"/> Yes <input type="radio"/> No | Tie Qty: | |
| Items per Case: | 5000 | High Qty: | |
| Innerpack Contents: | 5/1000 | Cases Per Pallet: | |
| Item Size: | | Stacking Allowed: | |
| Case Length: | | Universal Product Code: | |
| Case Width: | | Cases Per Truckload: | 1350 |
| Case Depth: | | Net Weight: | 39.00 |
| Case Dimension U/M: | INCH(S) | Gross Weight: | 39.00 |
| Item Cube: | 0.95 CUBIC FEET | Weight U/M: | POUND(S) |
| Item Shelf Life: | | Bar Code: | |

White Boxes Are Copied Across Suppliers / Grey Boxes Are Only Copied Within Same Supplier

FIG. 130



13100

| | | |
|-------------------------|-------------------------------|---------------------------------------------|
| Site Information | Site Id: 17355 | Site Role: <i>FOB Shipping Point</i> |
| Site Name: | TYSON FOODS - NEW HOLLAND, PA | |

13102

FIG. 131

13200

| | | |
|-------------------------|-----------------------------------------|---------------------------|
| Site Information | Site Id: 16 | FOB Shipping Point |
| Name: | AMERISERVE-FARMINGDALE, NY | Railroad Name: |
| Status: | Active <input type="button" value="v"/> | Rail Sidings: |

FIG. 132

09816896-070601

13300



DEFINING A PLURALITY OF ITEMS UTILIZING A GRAPHICAL
USER INTERFACE

13302



SELECTING A SUPPLIER SITE FROM A SET UTILIZING THE
GRAPHICAL USER INTERFACE, THE SET OF SUPPLIER
SITES BEING DETERMINED BASED ON THE DEFINITION OF
THE ITEMS

13304



DETERMINING A DISTRIBUTION CENTER UTILIZING THE
GRAPHICAL USER INTERFACE, THE DISTRIBUTION CENTER
BEING DESIGNATED TO INTERFACE WITH THE SUPPLIER
SITE FOR DISTRIBUTION OF THE ITEMS

13306

FIG. 133

09816896-070601

FO9020" 9683TB60

13400

| | | | | | | | |
|-----------------|---------------------------------------------------------------|-----------|--------|------|--------|--------|--------------------------|
| Item: | WRAP-BACON DOUBLE CHEESEBURGER DELUXE | Begin: | 7/1/96 | End: | 9/1/96 | Final: | <input type="checkbox"/> |
| Override Rules: | <input type="radio"/> Yes <input checked="" type="radio"/> No | Apply By: | Cell | | | | |

FIG. 134

13500

| DC | Supplier FOB Point |
|-----------------------------|--------------------------------|
| AMERISERVE-DENVER, CO | TYSON FOODS - GREEN FOREST, AR |
| AMERISERVE-DOUGLASVILLE, GA | TYSON FOODS - ALBERTVILLE, AL |
| AMERISERVE-FARMINGDALE, NY | TYSON FOODS - NEW HOLLAND, PA |

FIG. 135

13600

| Con FOB | Inv FOB | Freight | Landed |
|---------|---------|---------|---------|
| 34.3200 | 34.3900 | 0.8400 | 35.2300 |
| 34.3200 | 34.3900 | 0.2900 | 34.6800 |

FIG. 136

13700

| Contr | LB | Trk | Routing |
|-------|---------|-----|---------|
| 96 | 83,600 | 2.0 | TL |
| 96 | 215,040 | 5.1 | TL |

FIG. 137

13800



FIG. 138

13900

| Min Ordr | UM | Slip | Deliv. |
|----------|--------------|--------|--------|
| 1 | TRUCKLOAD(S) | Pallet | |
| 1 | TRUCKLOAD(S) | Pallet | |

FIG. 139

14000

| Carrier | Stated Vol |
|---------|------------|
| Truck | 83,600 |
| Truck | 215,040 |

FIG. 140

14200



FIG. 142

14100

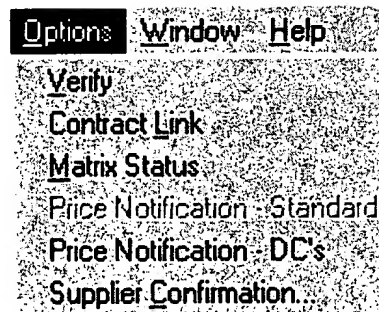


FIG. 141

14300

| | | | |
|------------------------------------|---|-----------------------------------|----|
| <u>C</u> ost | ▶ | <u>E</u> dit / View | F3 |
| <u>C</u> ommodities | ▶ | New (using previous matrix) | F4 |
| | | New (build matrix) | F5 |
| <u>V</u> endor Rating | ▶ | | |
| <u>C</u> ontact <u>M</u> anagement | ▶ | Multi Item Price Notification ... | |

FIG. 143

14400

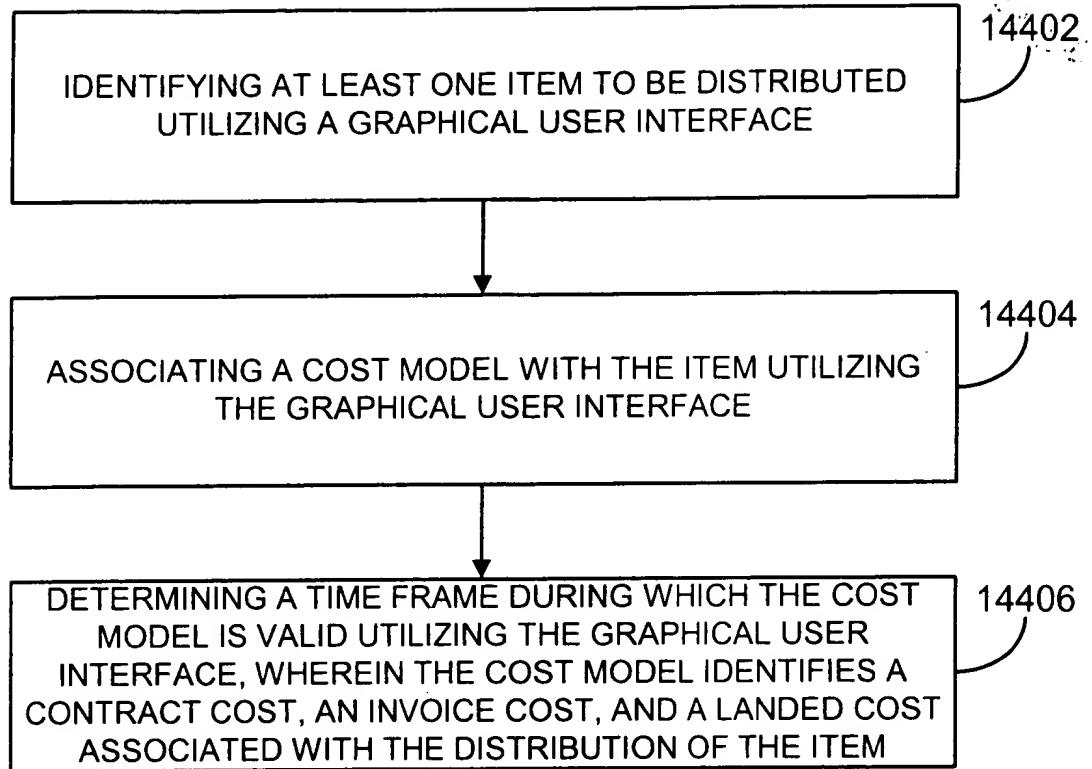


FIG. 144

109020-9689T860

14500



FIG. 145

14600

Contract ID: 673 - TYSON FOODS

Initial Buyer Name: Jamie Hersch

Current Buyer Name: Chris Stanton

FIG. 146

14700

Contract Start Date: 05/15/98

Contract End Date: 12/31/02

Execution Date: 5/15/98

Effective: Shipment Date

Payment Terms: Net 10

FIG. 147

14800



FIG. 148

14900



FIG. 149

15000



FIG. 150

FIG. 145

15100

Select the End Dates to Use on the Exhibit

| Item Description | Cost Matrix End Date | Contract End Date | No End Date |
|------------------------|------------------------------|------------------------------------------|-------------------------------|
| BEEF 77% | <input type="radio"/> 8/1/98 | <input checked="" type="radio"/> 2/24/08 | <input type="radio"/> No Date |
| BEEF WHOPPER 4.0 OZ | <input type="radio"/> 8/1/98 | <input checked="" type="radio"/> 2/24/08 | <input type="radio"/> No Date |
| BEEF WHOPPER JR 2.8 OZ | <input type="radio"/> 8/1/98 | <input checked="" type="radio"/> 2/24/08 | <input type="radio"/> No Date |

FIG. 151

15200

Options Window Help

New Items...

Delete Item...

Exhibit A

Exhibits B

Exhibits C

Replacement Exhibit B

FIG. 152

15300



Exhibit C

FIG. 153

09616896-070601

15400

IDENTIFYING A CONTRACT UTILIZING A GRAPHICAL USER
INTERFACE

15402

ASSOCIATING THE CONTRACT WITH AN ITEM TO BE
DISTRIBUTED UTILIZING THE GRAPHICAL USER INTERFACE

15404

PREVENTING THE ITEM FROM BEING ASSOCIATED WITH
MORE THAN ONE CONTRACT

15406

FIG. 154

09816896-070601

FO9070-9689T860

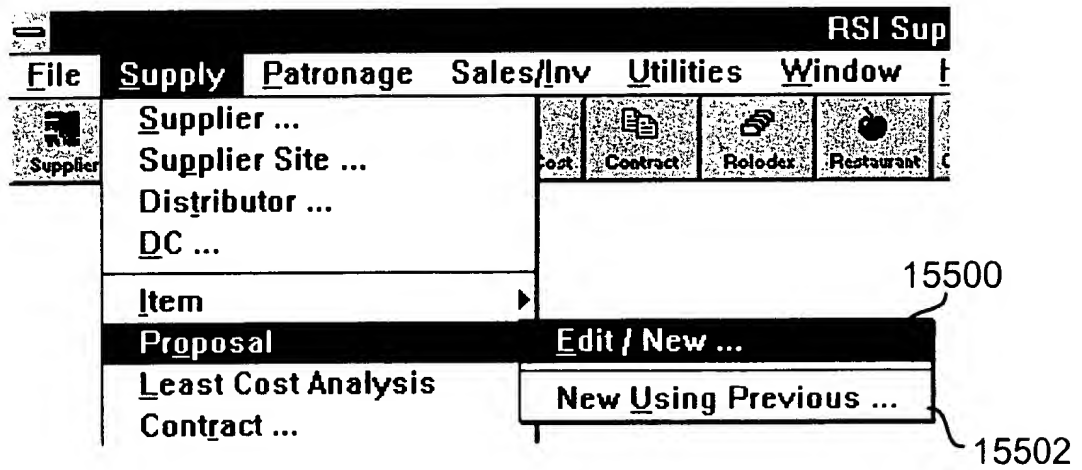


FIG. 155

15600

| Proposal - Foam Hot Cups & Polystyrene Lids | | | | | | | | | | | | | | |
|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------------------|--------------------------------------------------------------------------|--------------|-------|---------------------|----------|----------------|--------------------------------------------------------------------------|----------------------|----------|-------------|---------------|--------------------|----------|
| Main Info | Items | Suppliers | | | | | | | | | | | | |
| Proposal Information <table> <tr> <td>Proposal ID:</td> <td>1021</td> <td>Proposal Due Date:</td> <td>06/12/97</td> </tr> <tr> <td>Proposal Name:</td> <td>Foam Hot Cups & Polystyrene Lids</td> <td>Contract Begin Date:</td> <td>07/01/97</td> </tr> <tr> <td>Buyer Name:</td> <td>Dennis Clabby</td> <td>Contract End Date:</td> <td>06/30/98</td> </tr> </table> | | | Proposal ID: | 1021 | Proposal Due Date: | 06/12/97 | Proposal Name: | Foam Hot Cups & Polystyrene Lids | Contract Begin Date: | 07/01/97 | Buyer Name: | Dennis Clabby | Contract End Date: | 06/30/98 |
| Proposal ID: | 1021 | Proposal Due Date: | 06/12/97 | | | | | | | | | | | |
| Proposal Name: | Foam Hot Cups & Polystyrene Lids | Contract Begin Date: | 07/01/97 | | | | | | | | | | | |
| Buyer Name: | Dennis Clabby | Contract End Date: | 06/30/98 | | | | | | | | | | | |
| Actions <table> <thead> <tr> <th>#</th> <th>Date:</th> <th>Action Description:</th> </tr> </thead> <tbody> <tr> <td>1</td> <td>05/28/97</td> <td>Sent this bid to Dart and also sent a request for information to WinCup.</td> </tr> </tbody> </table> | | | # | Date: | Action Description: | 1 | 05/28/97 | Sent this bid to Dart and also sent a request for information to WinCup. | | | | | | |
| # | Date: | Action Description: | | | | | | | | | | | | |
| 1 | 05/28/97 | Sent this bid to Dart and also sent a request for information to WinCup. | | | | | | | | | | | | |

FIG. 156

09816896-070601

09815396-070501
FO9070-9699T860

15700



FIG. 157

15800

Proposal - Foam Hot Cups & Polystyrene Lids

Main Info | Items | Suppliers | DCs | FOB Price | DC/Rest | Usage | Templates | View Bid

Search Query Reset

Query Values

| Item Description |
|------------------|
| CUP-HOT |
| |
| |
| |
| |
| |
| |

> >> << <

2 Rows Selected

| Item Description |
|-----------------------|
| LD-HOT 12/16 OZ (DRY) |
| LD-HOT 8 OZ (DRY) |

FIG. 158

00016896-07001

15800

Proposal - Foam Hot Cups & Polystyrene Lids

Main Info | Items | Suppliers | DCs | FOB Price | DC/Rest | Usage | Templates | Recreate Bid

Search Query Reset

6 Rows Found 5 Rows Selected

| Item Description | |
|-----------------------|-----|
| CUP-HOT 12 OZ (PAPER) | DRY |
| CUP-HOT 16 OZ (PAPER) | DRY |
| CUP-HOT 8 OZ (PAPER) | DRY |

15902

15904

15906

15908

| Item Description |
|------------------------------|
| CUP-HOT 12 OZ (DRY) |
| CUP-HOT 16 OZ (500 CT) (DRY) |
| CUP-HOT 8 OZ (DRY) |
| LID-HOT 12/16 OZ (DRY) |
| LID-HOT 8 OZ (DRY) |

FIG. 159

16000

Main Info | Items | Suppliers | DCs | FOB Price | DC/Rest | Usage | Templates | Recreate Bid

Select The Appropriate FOB Price Component Worksheet For Each Item

| Item Description | FOB Price Component |
|------------------|----------------------|
| MAYO-BULK | Mayonaise Components |
| | (None Selected) |
| | Generic FOB Pricing |
| | Mayonaise Components |

FIG. 160

16100

| Item | Growth % | Gross Wgt. | Item Cube | Contract Period |
|--------------------|----------|------------|-----------|----------------------|
| CHICKEN-BK BROILER | 5.00% | 32 | 1.26 | 09/01/97 to 12/31/97 |
| CHICKEN-PATTY | 7.00% | 37.00 | 1.09 | |
| CHICKEN-TENDERS | 0.00% | 25.00 | 1.06 | |

| Distribution Center | Previous Case Usage | Projected Rest. Count | Covg. Factor | Avg. # RM | DC/Item Growth | Projected Unit Usage | |
|---------------------|---------------------|-----------------------|--------------|-----------|----------------|----------------------|--|
| POST-ALBUQUERQ | 576 | 30 | 99.34% | 6.03 | 5.00% | 755 | |
| POST-DENVER | 833 | 39 | 99.05% | 6.68 | 5.00% | 1,083 | |
| POST-SALT LAKE | 116 | 2 | 80.00% | 5.46 | 5.00% | 37 | |

FIG. 161

T09020-9589T860

16200

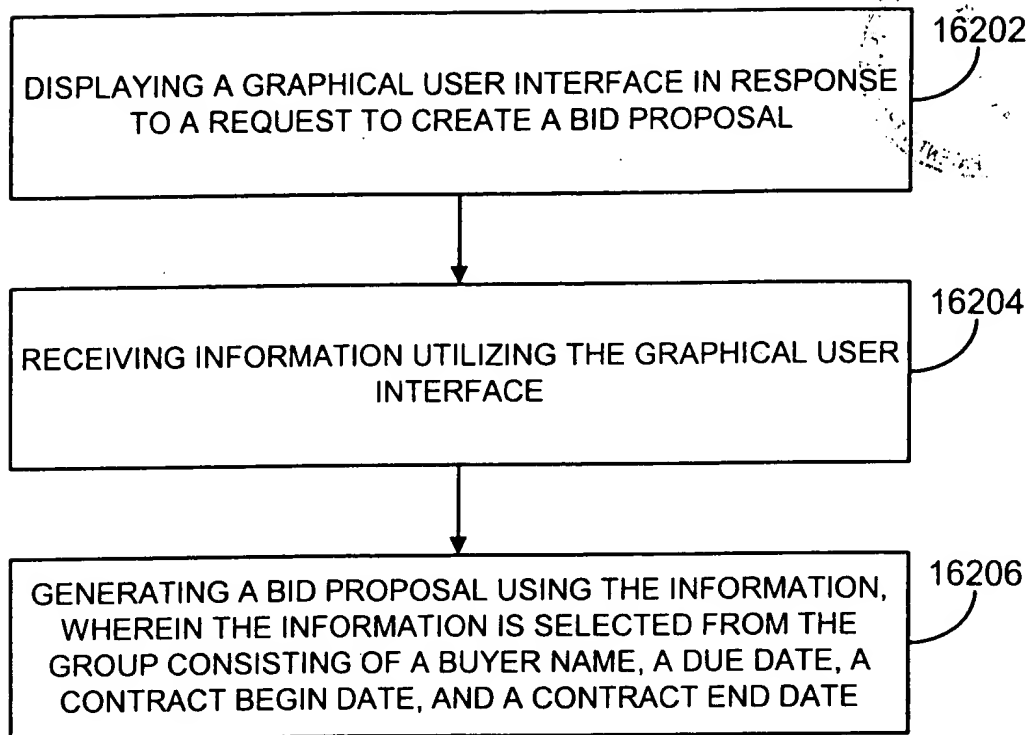


FIG. 162

109020-9689T860

FO9040-9689TB60



16300



FIG. 163

16400

| | <i>Supply</i> | <i>MS</i> | <i>Editable</i> |
|------------------------------|---------------|-------------|-----------------|
| | | <i>Word</i> | <i>Y/N</i> |
| Bid Proposal Cover Letter | ? | | Y |
| General Terms and Conditions | ? | | N |
| Usage Estimates | ? | | N |
| Supplier Facility Worksheets | ? | | N |
| Item Information Worksheets | ? | | N |
| Sample Supply Agreement | ? | | N |
| BK Specification Request | ? | | N |
| FOB Price Component | ? | | Y |
| Truckload Freight Worksheet | | | N |
| LTL Freight Worksheet | ? | | N |

FIG. 164

09816896-070501

16500

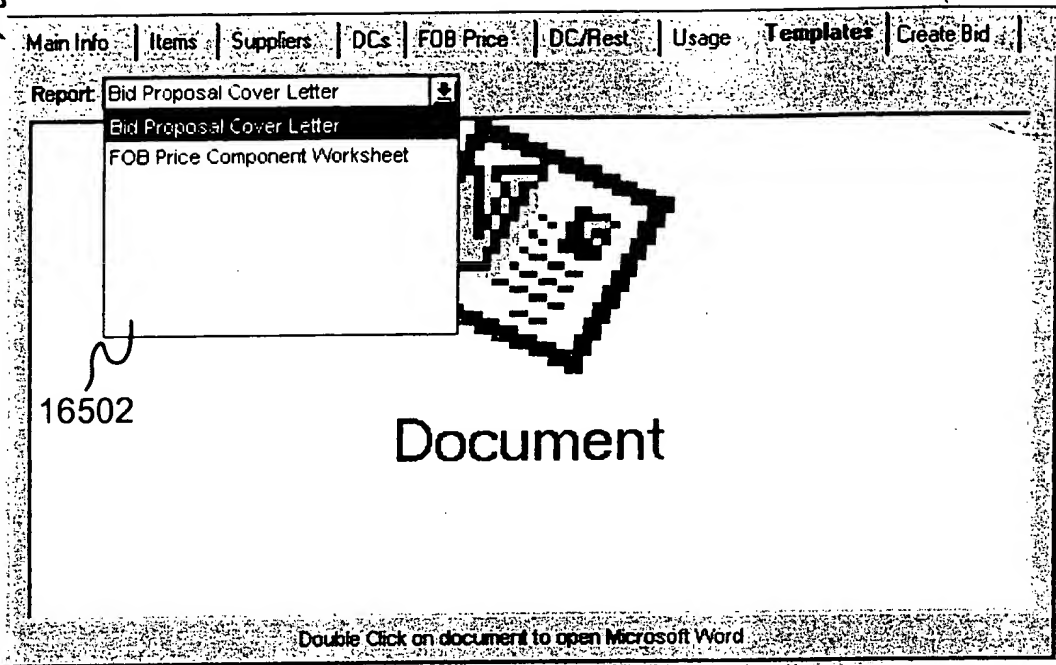


FIG. 165

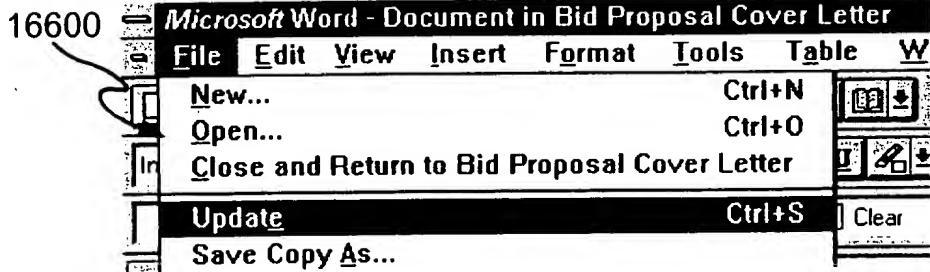


FIG. 166

109070-9689T860

16700

Main Info | Items | Suppliers | DCs | FOB Price | DC/Rest | Usage | Templates | Create Bid

Bid Proposal Sent ☐

Bid Proposal Will Include Checked Documents

| General | |
|-----------------------------|-------------------------------------|
| Bid Proposal Cover Letter | <input checked="" type="checkbox"/> |
| General Terms & Conditions | <input checked="" type="checkbox"/> |
| Usage Estimates | <input checked="" type="checkbox"/> |
| Supplier Facility Worksheet | <input checked="" type="checkbox"/> |
| Item Information Worksheet | <input checked="" type="checkbox"/> |
| Sample Supply Agreement | <input checked="" type="checkbox"/> |
| BK Specification Request | <input checked="" type="checkbox"/> |

* LTL Freight Worksheet will be printed by system if necessary

| Cost | |
|-------------------------------|-------------------------------------|
| FOB Price Component Worksheet | <input checked="" type="checkbox"/> |
| Truckload Freight Worksheet | <input checked="" type="checkbox"/> |
| LTL Freight Worksheet | <input checked="" type="checkbox"/> |

| Blank Sheets | |
|-------------------------------|-------------------------------------|
| Supplier Facility Worksheet | <input checked="" type="checkbox"/> |
| Item Information Worksheet | <input checked="" type="checkbox"/> |
| FOB Price Component Worksheet | <input checked="" type="checkbox"/> |
| Truckload Freight Worksheet | <input checked="" type="checkbox"/> |
| LTL Freight Worksheet | <input checked="" type="checkbox"/> |

FIG. 167

16800

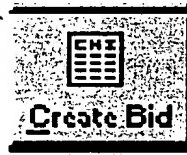


FIG. 168

16900

Report: 7/2/97

| | |
|-------------------------------|---|
| Item Information Worksheet | ↓ |
| Bid Proposal Cover Letter | ↑ |
| FOB Price Component Worksheet | |
| General Terms & Conditions | |
| Item Information Worksheet | |
| LTL Freight Worksheet | |
| Sample Supply Agreement | |
| Supplier Facility Worksheet | ↓ |

Supplier: (all)

Restaurant Services, Inc.
Item Information Worksheet

ATTY

DS

FIG. 169

09816896-070601
T09070-9689T860

17000

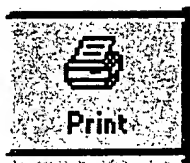


FIG. 170

17100



FIG. 171

17200

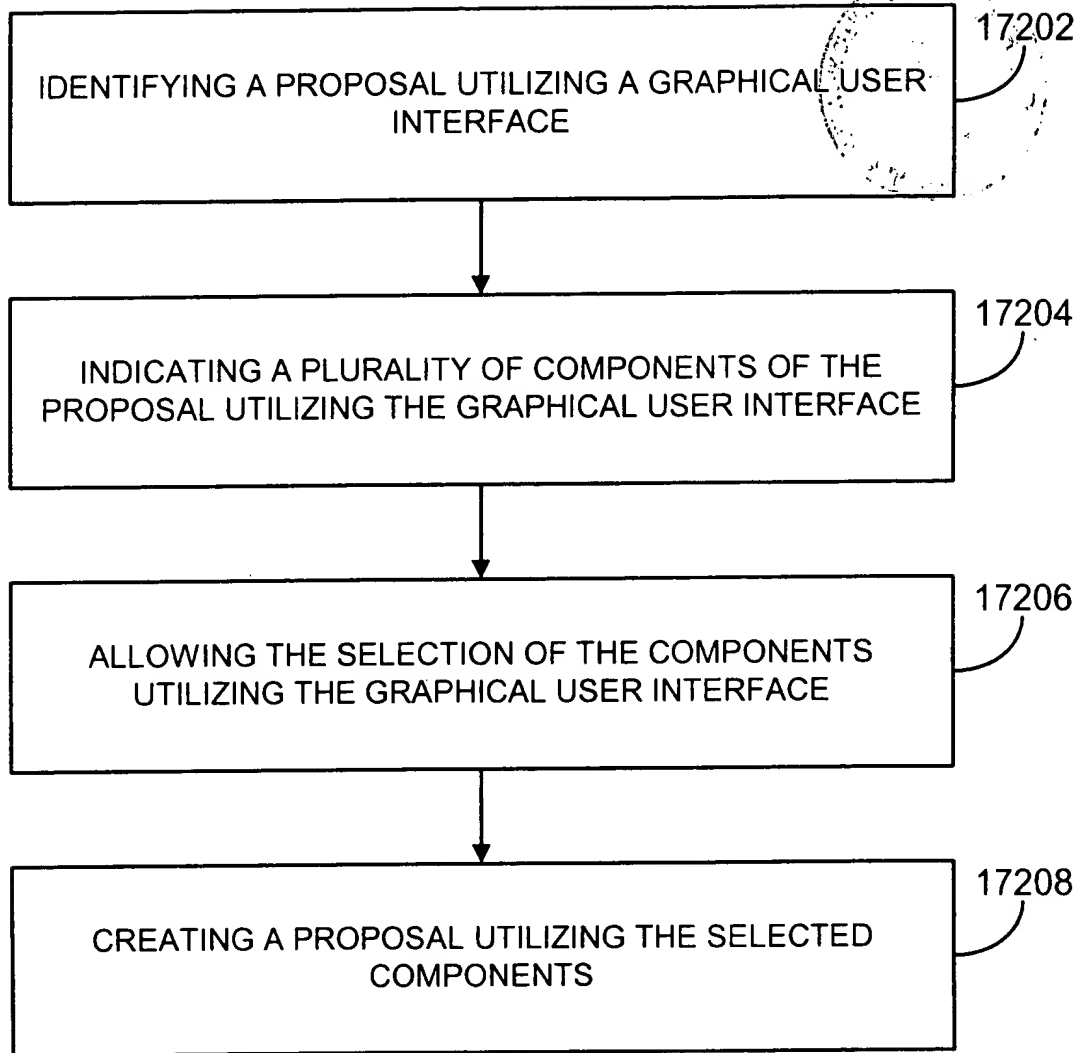


FIG. 172

09816896-070601

001696070601
T03070" 9589T860

17300



FIG. 173

17400

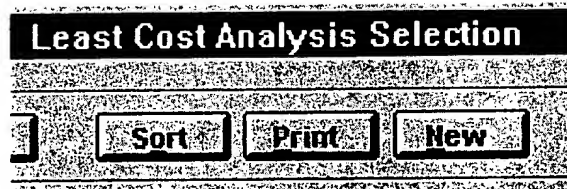


FIG. 174

17500

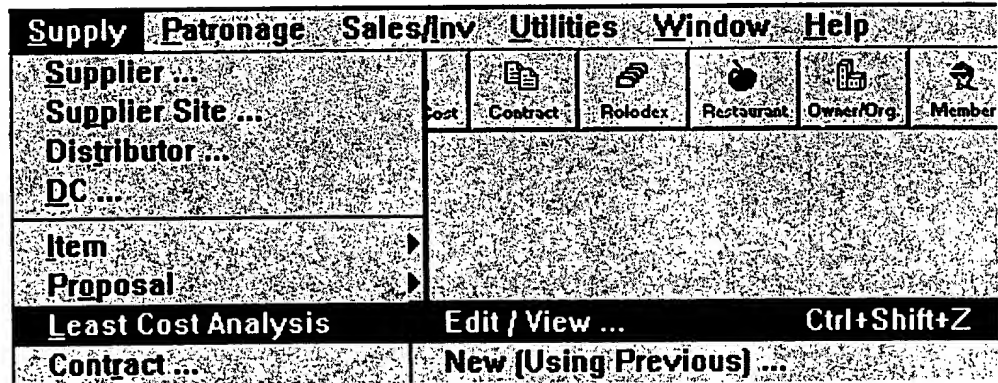


FIG. 175

Bid Proposal Name:

(None)

Foam Hot Cups & Polystyrene Lids (07/01/97 to 06/30/98)

Ham, Sausage, Bacon Freight Bid (10/01/97 to 12/31/97)

17600

FIG. 176

09816896-070601

17700

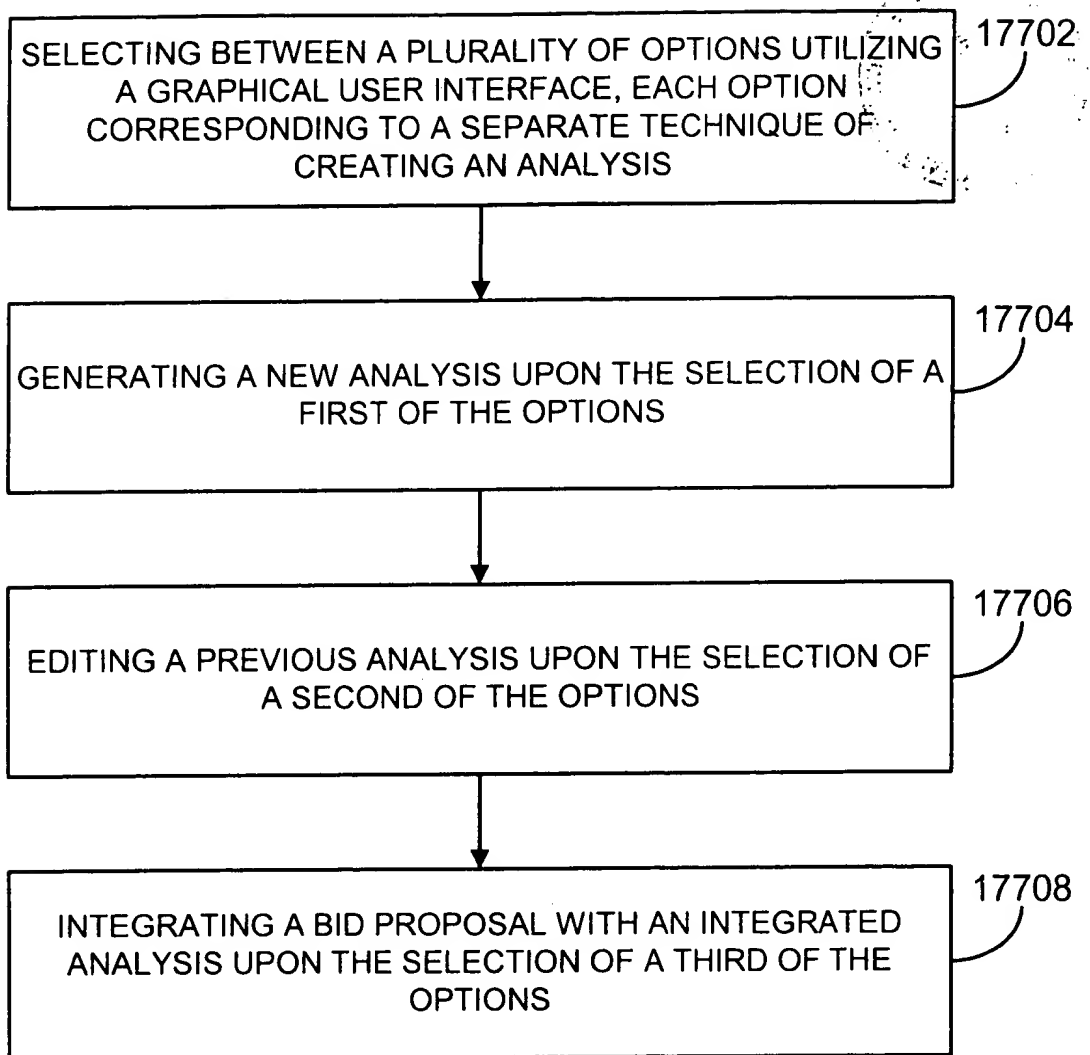


FIG. 177

09816896-070601

09816896-070601



17800



| | | | |
|----------------------|-------------------|------|---------|
| Analysis Name: | Hash Brown Actual | | |
| Analysis ID: | 1036 | | |
| Buyer: | Dennis Clabby | | |
| Period of Agreement: | 10/1/97 | THRU | 9/30/98 |
| Unit Of Measure: | CASE(S) | | |

FIG. 178

17900



| | | |
|----------------------------------------------------------|---------------|--------------------------------|
| Version (1) of (9) | | Base version |
| What is the max # of FOB points to allocate to each DC ? | One FOB | |
| What is pricing method for this version ? | FOB + Freight | |
| What is the RSI Invoice FOB Upcharge (Downcharge) ? | 0.0000 | |
| Override RDC Truckload Validation? | No | |
| Solution Strategy: | Standard | Last Revision: 9/15/97 1:04 PM |

FIG. 179

18000



FIG. 180

18100

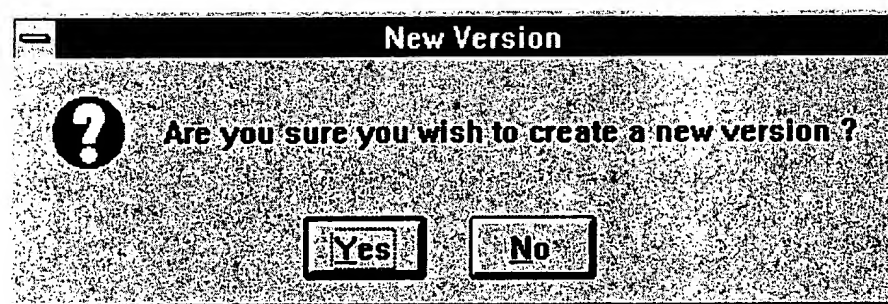


FIG. 181

09816896-070601
109020-96897850

18200

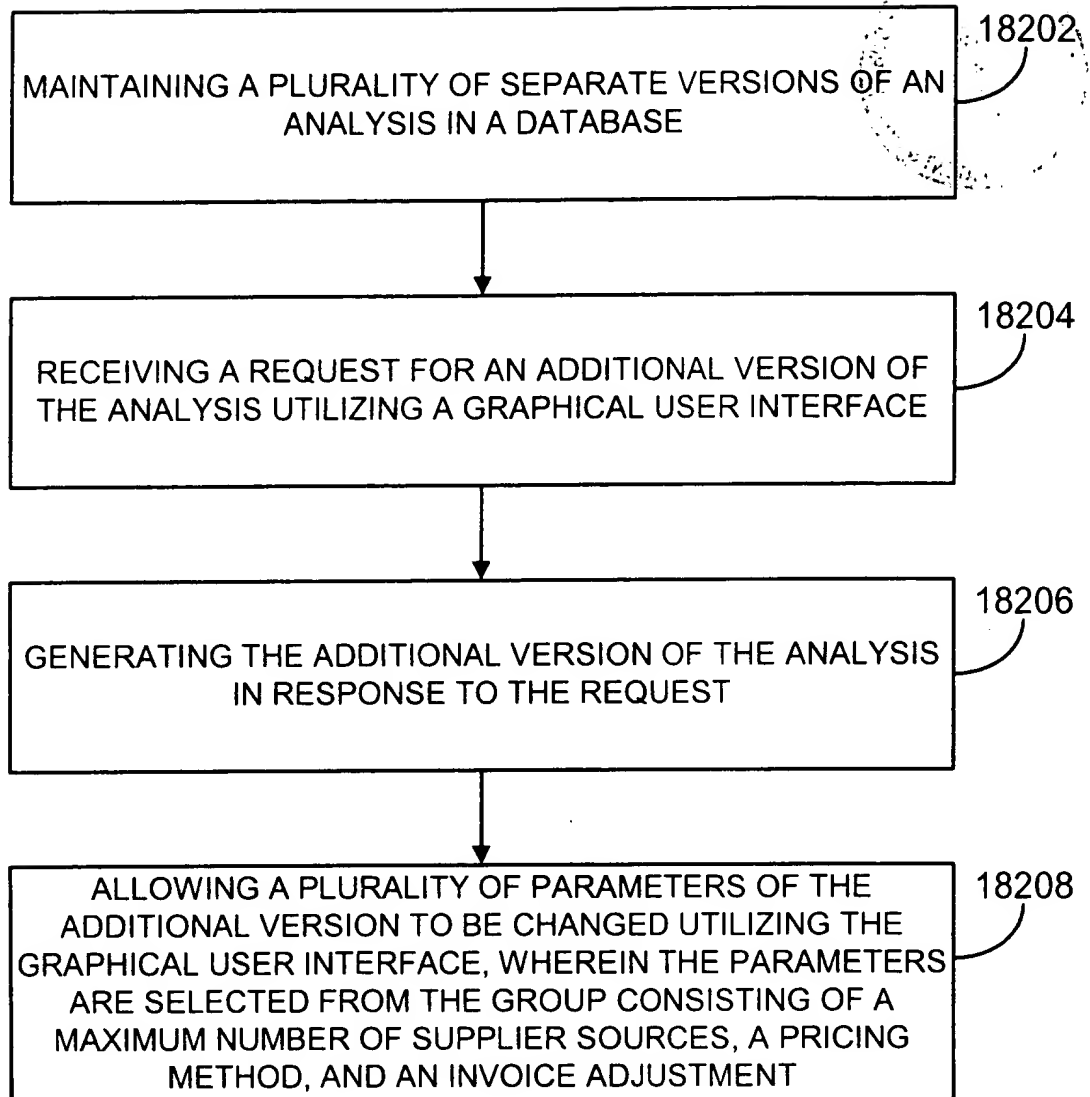


FIG. 182

FO9070-9689T860

18300

Search

Query

Reset

Query Values

| Supplier FOB |
|--------------|
| DOP |
| |
| |
| |

7 Rows Selected

| Supplier FOB |
|-----------------------------------|
| DOPACO-DOWNTOWN, PA |
| DOPACO-KINSTON, NC |
| DOPACO-ST. CHARLES, IL |
| DOPACO-STOCKTON, CA |
| IMPERIAL BONDWARE-SHELBYVILLE, IL |

>

>>

18302

FIG. 183

18400

| Item Description | Conv. Factor |
|---------------------|-----------------|
| FRIES-COATED (FRZN) | 36 |

18402

FIG. 184

09816896-070501

18500

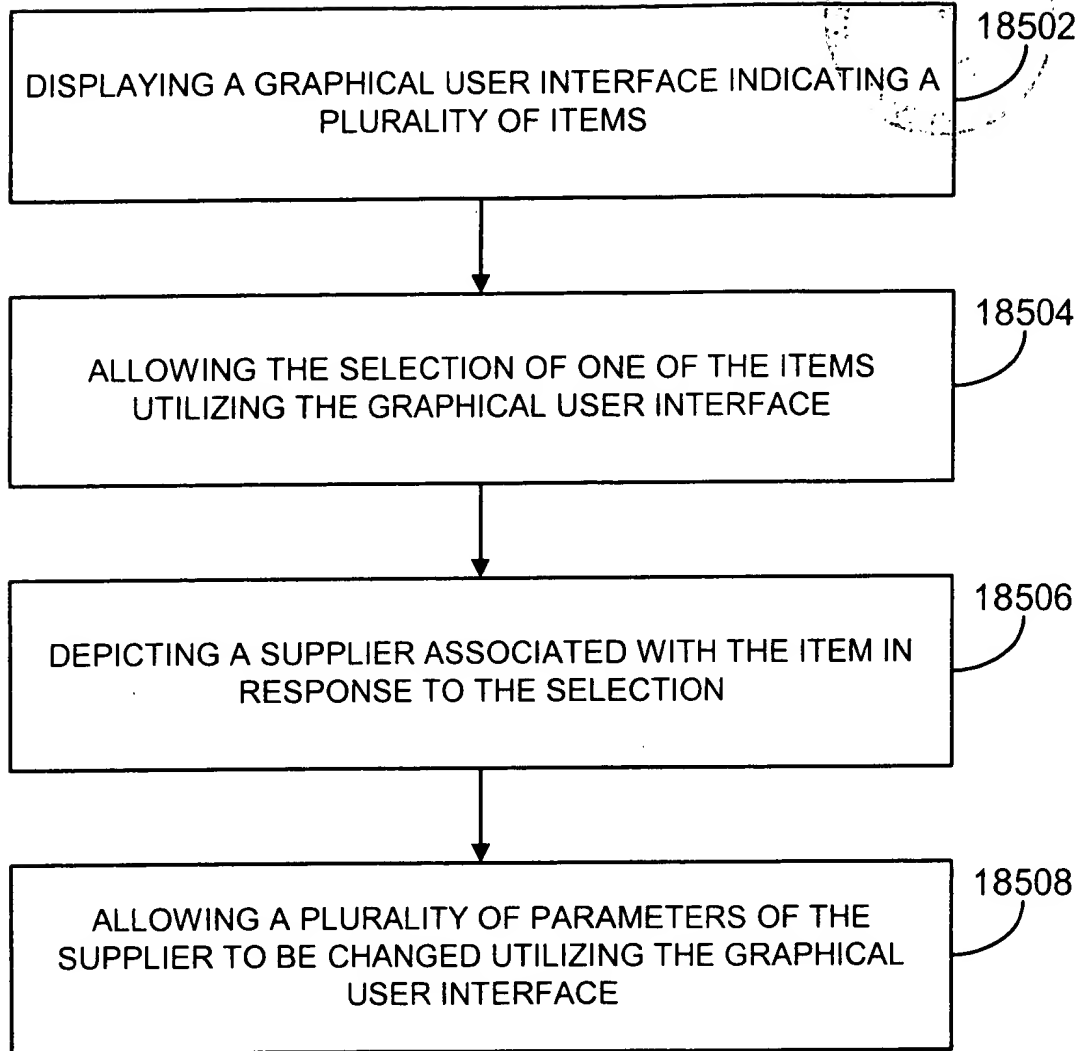


FIG. 185

09316896-070604

18600

| Item Description | Supplier FOB |
|------------------|---------------------|
| CUP-COLD 16 OZ | DOPACO-DOWNTOWN, PA |
| CUP-COLD 22 OZ | DOPACO-DOWNTOWN, PA |
| CUP-COLD 32 OZ | DOPACO-DOWNTOWN, PA |

| | | | |
|---------------------|----------------|----------------------|---------------------------------------------------------------|
| Supplier Item Desc: | 16 OZ COLD CUP | Item No: | CP2942 |
| Items per Case: | | Tie Qty: | 5 |
| Innerpack Contents: | 1200 | High Qty: | 5 |
| Item Size: | | Cases Per Pallet: | 25 |
| Item Shelf Life: | | Stacking Allowed: | <input checked="" type="radio"/> Yes <input type="radio"/> No |
| Case Length: | 22.125 | Mandatory Case Cube: | 3.43 CUBIC FEET |
| Case Width: | 15.125 | Cases Per Truckload: | 769 |
| Case Depth: | 17.75 | Gross Weight: | 29.28 POUND(S) |
| Case U/M INCH(S) | | Net Weight: | 27.28 POUND(S) |

FIG. 186

18700



FIG. 187

18800

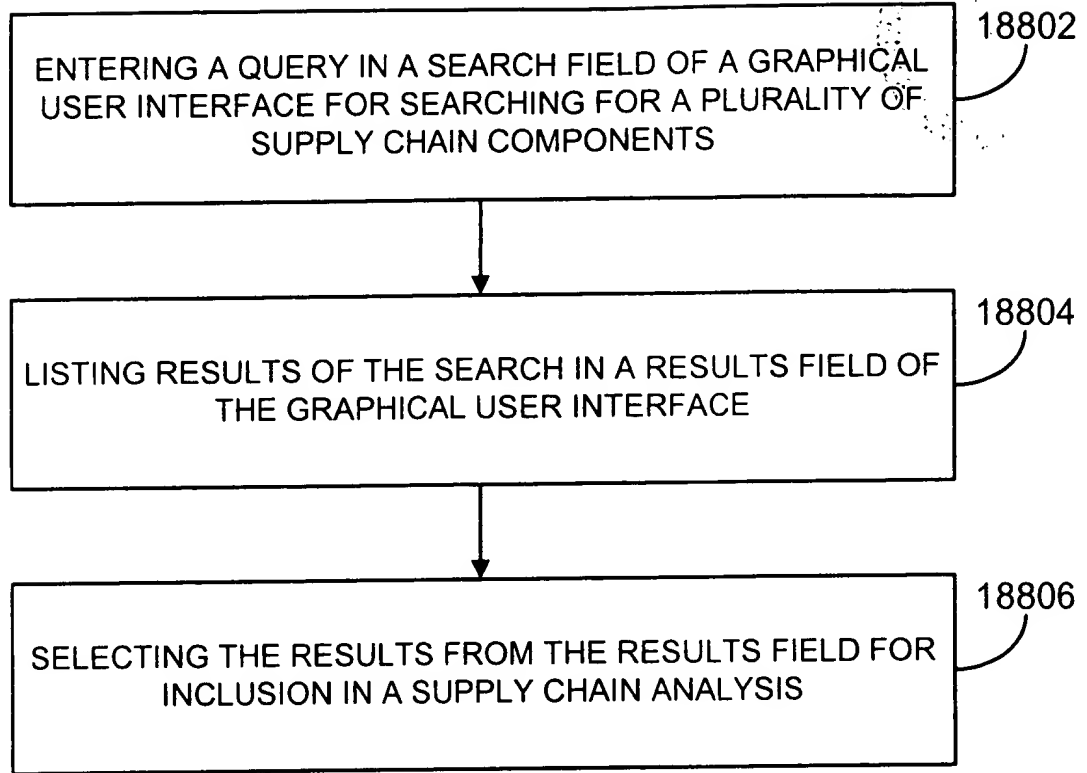


FIG. 188

18900

| Supplier | Terms | SLP/PLT | Minimum | Maximum | Include | |
|-------------------------------------|-------|------------|-------------|-------------|---------------------------------------------------------------|---|
| CAVENDISH FARMS | | ↓ Pallet ↓ | | | <input checked="" type="radio"/> Yes <input type="radio"/> No | ↑ |
| J.R. SIMPLOT COMPANY | | ↓ Pallet ↓ | | | <input checked="" type="radio"/> Yes <input type="radio"/> No | |
| LAMB-WESTON, INC. | | ↓ Pallet ↓ | 200,000,000 | | <input checked="" type="radio"/> Yes <input type="radio"/> No | ↓ |
| Supplier FOB | | | Minimum | Maximum | Include | |
| LAMB-WESTON, INC. PASCO, WA | | | 90,000,000 | 110,000,000 | <input checked="" type="radio"/> Yes <input type="radio"/> No | |
| LAMB-WESTON, INC. RICHLAND WA | | | 0 | 55,000,000 | <input checked="" type="radio"/> Yes <input type="radio"/> No | |
| LAMB-WESTON, INC. AMERICAN FALLS ID | | | 90,000,000 | 110,000,000 | <input checked="" type="radio"/> Yes <input type="radio"/> No | |

FIG. 189

19000

| Supplier | Terms | SLP/PLT | Minimum | Maximum | Include | |
|-----------------------------------------|-------|------------|-------------|-------------|---------------------------------------------------------------|---|
| MCCAIN FOODS | | ↓ Pallet ↓ | | | <input checked="" type="radio"/> Yes <input type="radio"/> No | ↑ |
| NESTLE FOOD COMPANY | | ↓ Pallet ↓ | | | <input checked="" type="radio"/> Yes <input type="radio"/> No | |
| ORE IDA FOODS | | ↓ Pallet ↓ | 225,000,000 | | <input checked="" type="radio"/> Yes <input type="radio"/> No | ↓ |
| Supplier FOB | | | Minimum | Maximum | Include | |
| MCCAIN FOODS, LTD. PRINCE EDWARD ISLAND | | | 18,000,000 | 30,000,000 | <input type="radio"/> Yes <input checked="" type="radio"/> No | |
| MCCAIN FOODS, LTD. PORTAGE LE PRAIRIE | | | 45,000,000 | 50,000,000 | <input type="radio"/> Yes <input checked="" type="radio"/> No | |
| MCCAIN FOODS, INC. OTHELLO, WA | | | 27,000,000 | 132,000,000 | <input checked="" type="radio"/> Yes <input type="radio"/> No | |

FIG. 190

T09020 " 9689T860

19100

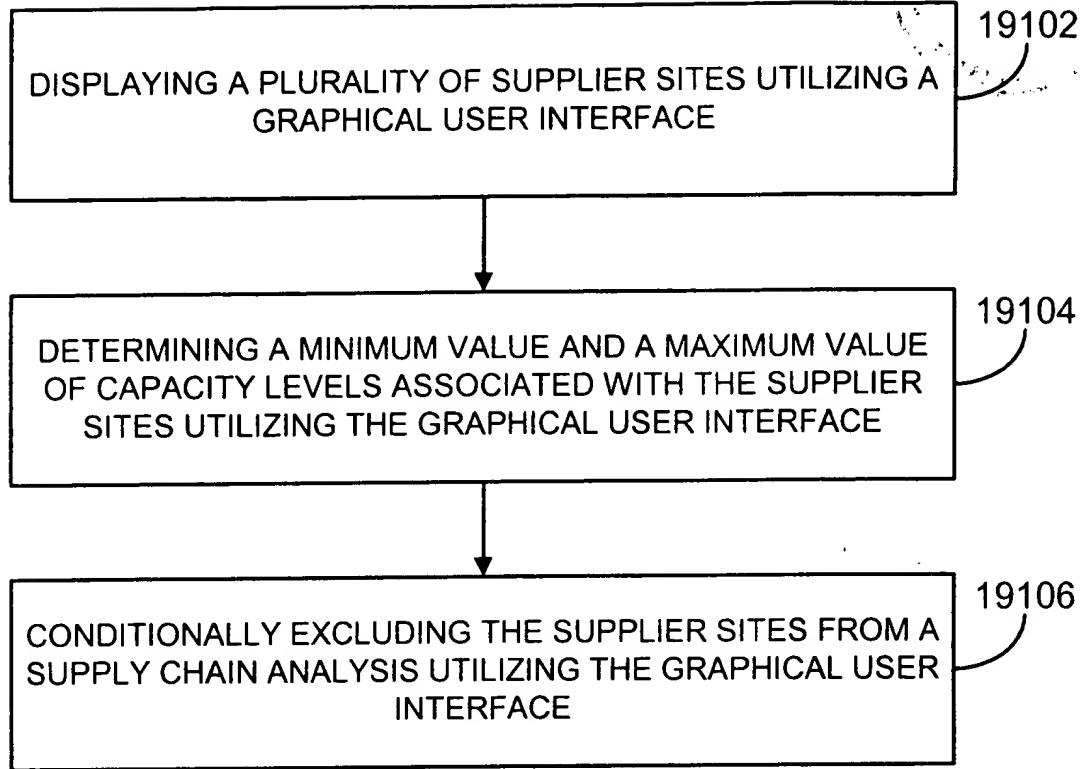


FIG. 191

09816896-070601

109020-9689T860

19200

| Supplier | # | Volume | |
|----------------------------|---|--------|--|
| HUDSON INDUSTRIES | 0 | | |
| INTERNATIONAL DIVERSEFOODS | 0 | | |
| SUPERIOR COFFEE & FOODS | 0 | | |

| Supplier FOB | Item | Cont FOB | # | Volume |
|----------------------------|-------------------|----------|---|--------|
| HUDSON INDUSTRIES-TROY, AL | MAYO-BULK | 8.4200 | 0 | |
| HUDSON INDUSTRIES-TROY, AL | SAUCE-BULK-TARTAR | 9.2300 | 0 | |

FIG. 192

19300

| Supplier | # | Volume |
|-----------------------------|---|--------|
| SSI FOOD SERVICES | 0 | |
| TEXAS AMERICAN FOOD SERVICE | 0 | |
| WHITEFORD FOODS | 0 | |

| Supplier FOB | Item | Cont FOB | # | Volume |
|--------------------------------|------------|----------|---|-----------|
| TEXAS AMERICAN FOOD SERVICE-TX | BEEF - 77% | 1.0026 | 0 | |
| TEXAS AMERICAN FOOD SERVICE-TX | BEEF - 77% | 1.0016 | 1 | 2,090,000 |
| TEXAS AMERICAN FOOD SERVICE-TX | BEEF - 77% | 1.0010 | 2 | 2,508,000 |

FIG. 193

19400

| Supplier | # | Volume |
|---------------|---|---------|
| VENTURA FOODS | 0 | |
| VENTURA FOODS | 1 | 100,000 |

| Supplier FOB | Item | Cont FOB | # | Volume |
|--------------------------------|-------------------|----------|---|--------|
| VENTURA FOODS-CHAMBERSBURG, PA | MAYO-BULK | 8.9400 | 0 | |
| VENTURA FOODS-CHAMBERSBURG, PA | MAYO-BULK | 8.8400 | 1 | |
| VENTURA FOODS-CHAMBERSBURG, PA | SAUCE-BULK-TARTAR | 9.5100 | 0 | |
| VENTURA FOODS-CHAMBERSBURG, PA | SAUCE-BULK-TARTAR | 9.4100 | 1 | |
| VENTURA FOODS-CITY OF INDUSTRY | MAYO-BULK | 9.1200 | 0 | |
| VENTURA FOODS-CITY OF INDUSTRY | MAYO-BULK | 9.0200 | 1 | |
| VENTURA FOODS-CITY OF INDUSTRY | SAUCE-BULK-TARTAR | 9.5800 | 0 | |
| VENTURA FOODS-CITY OF INDUSTRY | SAUCE-BULK-TARTAR | 9.4800 | 1 | |

FIG. 194

T09020-9689T860

19500

| Item Description | | Supplier FOB | |
|-------------------------|-----------|--------------------------------|--------|
| FRIES-COATED | | CAVENDISH-PRINCE EDWARD | |
| FRIES-COATED | | J.R. SIMPLOT COMPANY-HERMISTON | |
| FRIES-COATED | | LAMB-WESTON INC-PASCO, WA | |
| Distribution Center | Delivered | # | Volume |
| AMERISERVE-OMAHA, NE | 0.3750 | 0 | 0 |
| AMERISERVE-PLYMOUTH, MN | 0.3850 | 0 | 0 |
| AMERISERVE-WALKESHA | 0.3670 | 0 | 0 |
| FLEMING FOODS-KAPOLEI | 0.4725 | 0 | 0 |
| KING PROVISION-ATLANTA | 0.3950 | 0 | 0 |

FIG. 195

FO90710" 9689T860

19600

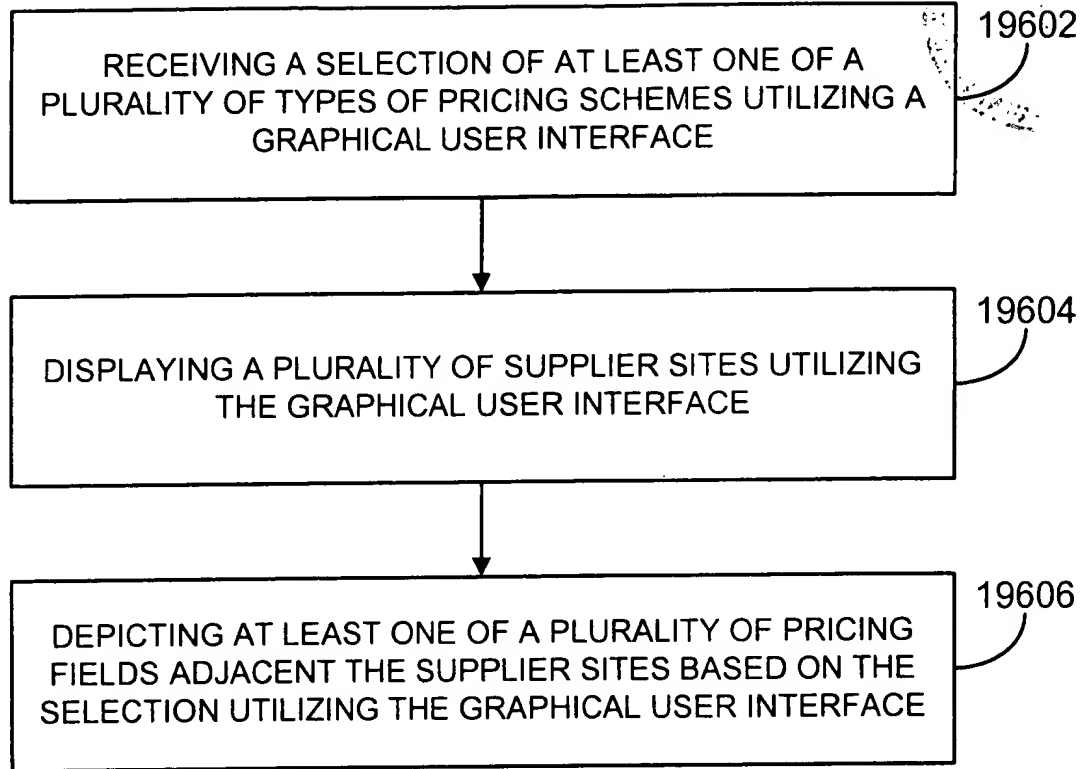


FIG. 196

09816896-070601

19700

| Total Rest. Growth Amount | | Usage Period | |
|------------------------------|---------------------|----------------------|----------------------------|
| 5.00% ~ 19702 | | 09/01/97 to 08/31/98 | |
| Distribution Center | Current Rest. Count | Restaurant Growth % | Projected Avg. Rest. Count |
| AMERISERVEPOST-ALBUQUERQUE | 27 | 5.00% | 28 |
| AMERISERVEPOST-DENVER | 35 | 5.00% | 37 |
| AMERISERVEPOST-SALT LAKE, UT | 2 | 5.00% | 2 |
| AMERISERVE-OMAHA, NE | 166 | 5.00% | 174 |

FIG. 197

19800

| Item | | Item Growth % | | Usage Period | | | | |
|---------------------|----------------|-----------------------|--------------|--------------|----------------|-----------------|--|---|
| CHICKEN-PATTY | | 0.00 | | | | | | |
| | | | | | | | | |
| Distribution Center | Previous Usage | Projected Rest. Count | Covg. Factor | Avg. # RM | DC/Item Growth | Projected Usage | | ↑ |
| AMER-OMAMA | 44,035 | 166 | 98.49% | 24.12 | 4.00% | 49,205 | | |
| AMER-PLYMOUTH | 37,141 | 177 | 100.00% | 18.30 | 5.00% | 40,823 | | |
| AMER-MILWAUK | 38,520 | 188 | 100.00% | 19.02 | 0.00% | 42,909 | | |

FIG. 198

09815896 070501

19900



DISPLAYING A PLURALITY OF SUPPLY CHAIN
DISTRIBUTORS UTILIZING A GRAPHICAL USER INTERFACE

19902



ALLOWING THE ENTRY OF A GROWTH VALUE UTILIZING
THE GRAPHICAL USER INTERFACE

19904



CALCULATING A PROJECTED PARAMETER AMOUNT
ASSOCIATED WITH THE SUPPLY CHAIN DISTRIBUTORS
BASED ON THE GROWTH VALUE

19906

FIG. 199

FIG. 199

20000

| Supplier FOB | | Address | |
|------------------------------------|----------------|---------|--------|
| CAVENDISH FARMS | Dieppe | NB | E1A6X4 |
| J.R. SIMPLOT COMPANY-HERMISTON, OR | Hermiston | OR | 99999 |
| LAMB-WESTON, INC-AMERICAN FALLS ID | American Falls | ID | 83211 |

| Distribution Center | Lane Restriction | | | Honor TL Rate |
|------------------------------|------------------------------|--------------------------------|-------------------------------------------|--------------------------|
| AMERISERVE/POST-ALBUQUERQUE | <input type="radio"/> Solver | <input type="radio"/> Required | <input checked="" type="radio"/> Excluded | <input type="checkbox"/> |
| AMERISERVE/POST-DENVER | <input type="radio"/> Solver | <input type="radio"/> Required | <input checked="" type="radio"/> Excluded | <input type="checkbox"/> |
| AMERISERVE/POST-SALT LAKE UT | <input type="radio"/> Solver | <input type="radio"/> Required | <input checked="" type="radio"/> Excluded | <input type="checkbox"/> |
| AMERISERVE-OMAHA, NE | <input type="radio"/> Solver | <input type="radio"/> Required | <input checked="" type="radio"/> Excluded | <input type="checkbox"/> |
| AMERISERVE-PLYMOUTH, MN | <input type="radio"/> Solver | <input type="radio"/> Required | <input checked="" type="radio"/> Excluded | <input type="checkbox"/> |

20002

FIG. 200

20100

| Supplier FOB | | Address | |
|------------------------------------|----------------|---------|--------|
| CAVENDISH FARMS | Dieppe | NB | E1A6X4 |
| J.R. SIMPLOT COMPANY-HERMISTON, OR | Hermiston | OR | 99999 |
| LAMB-WESTON, INC-AMERICAN FALLS ID | American Falls | ID | 83211 |

| Distribution Center | Lane Restriction | | |
|-----------------------------|-----------------------------------------|-------------------------------------------|--------------------------------|
| AMERISERVE/POST-ALBUQUERQUE | <input type="radio"/> Solver | <input checked="" type="radio"/> Required | <input type="radio"/> Excluded |
| AMERISERVE/POST-DENVER | <input checked="" type="radio"/> Solver | <input type="radio"/> Required | <input type="radio"/> Excluded |

FIG. 201

20200



| Invalid Selection | |
|-------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------|
|  | AMERISERVE/POST-ALBUQUERQUE is already required by J.R. SIMPLOT COMPANY-HERMISTON, OR. |
|  | |

FIG. 202

FO9070-9689T860

20300



DISPLAYING A PLURALITY OF DISTRIBUTION CENTERS OF A
SUPPLY CHAIN UTILIZING A GRAPHICAL USER INTERFACE

20302



DESIGNATING A LANE RESTRICTION OF EACH OF THE
DISTRIBUTION CENTERS UTILIZING THE GRAPHICAL USER
INTERFACE

20304



CONDITIONALLY INVOLVING THE DISTRIBUTION CENTERS
IN A SUPPLY CHAIN ANALYSIS BASED ON THE
DESIGNATION

20306

FIG. 203

09816396-070601

20400

| Supplier FOB | | Address | |
|------------------------------------|-------------------|---------------|--------|
| CAVENDISH FARMS | Dieppe | NB | E1A6X4 |
| J.R. SIMPLOT COMPANY-HERMISTON, OR | Hermiston | OR | 99999 |
| LAMB-WESTON, INC-AMERICAN FALLS ID | American Falls | ID | 83211 |
| Distribution Center | Truckload Freight | Lane Distance | |
| AMERISERVEPOST-ALBUQUERQUE | 1,617 | | |
| AMERISERVEPOST-DENVER | 1,277 | | |
| AMERISERVEPOST-SALT LAKE UT | 691 | | |

FIG. 204

20500

| Supplier FOB | | Address | |
|------------------------------|--------------|---------|-------|
| O.K. FOODS-FORT SMITH AR | Fort Smith | AR | 72904 |
| TYSON FOODS-GREEN FORREST AR | Green Forest | AR | 72638 |
| TYSON FOODS-RUSSELVILLE AR | Russelville | AR | 72801 |

| Distribution Center | Weight | LTL Minimum | 0 to 1,000 LBS | 1,001 to 5,000 LBS | 5,001 to 10,000 LBS | 10,001 to 20,000 LBS | 20,000 LBS |
|---------------------|--------|-------------|----------------|--------------------|---------------------|----------------------|------------|
| PS-ATLANTA | 15,000 | | | | | 1.10 | |
| PS-BURLINGTON | 15,000 | 400.00 | | | | 1.20 | |

FIG. 205

T09020" 9689T860

20600

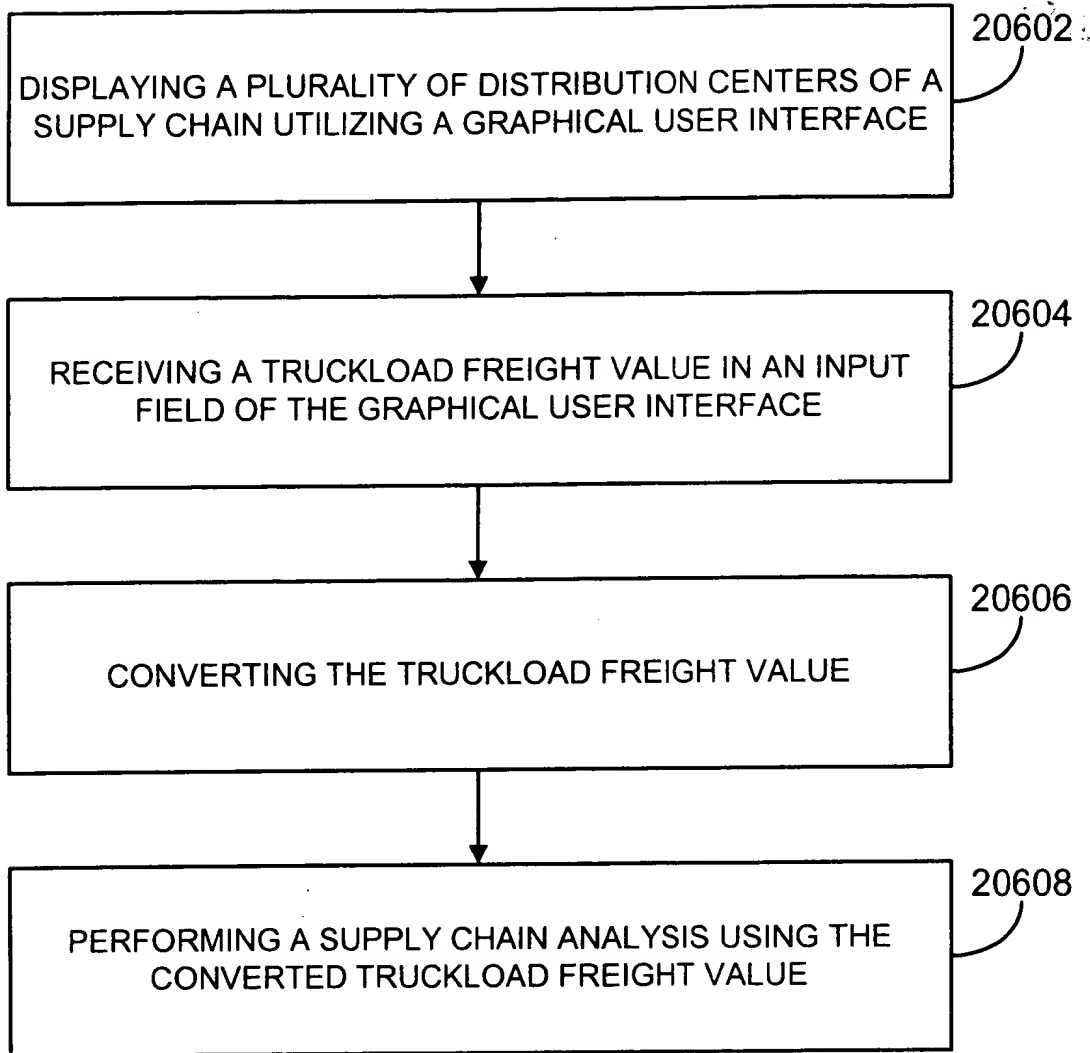


FIG. 206

09816896-070601

09816896-070601

20700

| Analysis Region | Force FOB |
|------------------------------|---------------------------------------------------------------|
| MCCABE-PORTLAND/NW-ANCHORAGE | <input type="radio"/> Yes <input checked="" type="radio"/> No |

| Distribution Center Name | Site Role |
|-------------------------------|-----------------------|
| MCCABE QUALITY FOODS-PORTLAND | Corporate & FOB Point |
| RESTAURANTS NW-ANCHORAGE | Corporate & FOB Point |

FIG. 207

20800

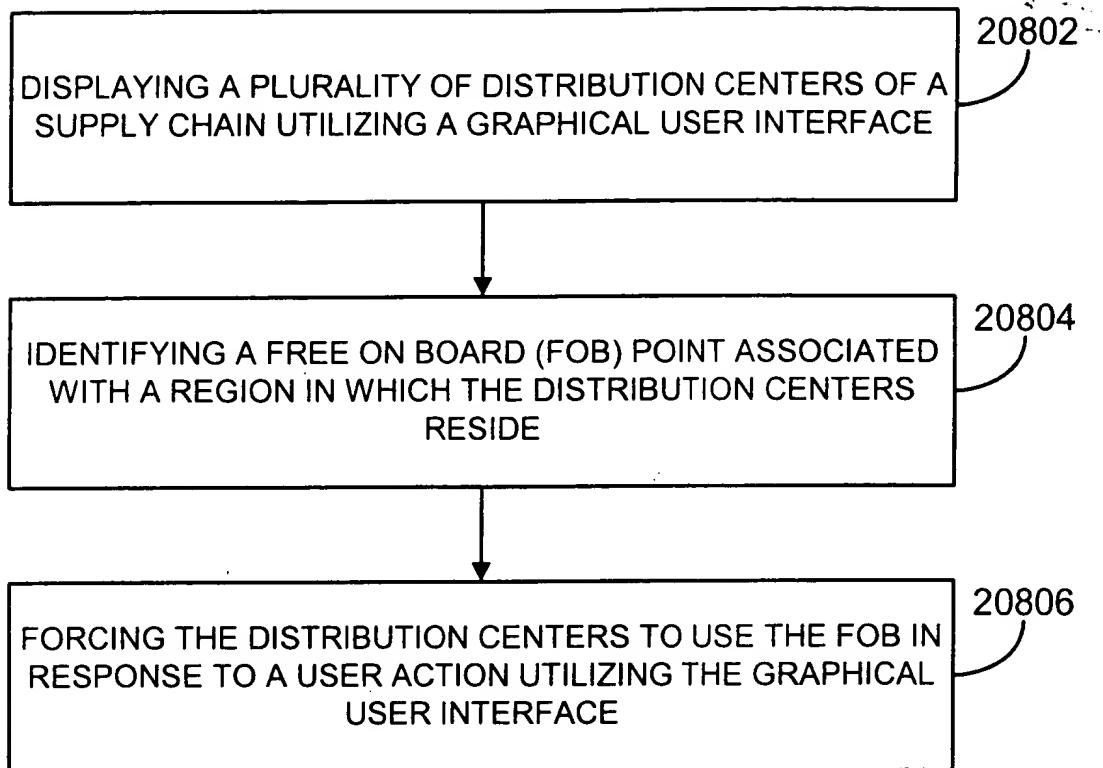


FIG. 208

09816396-070501
T09070-9589T860

20900

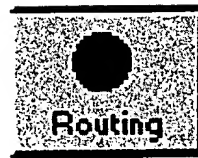


FIG. 209

21000

| Report Selection | |
|--------------------------|------------------------------|
| Report Type: | Report Name: |
| Optimal Product Routing | Freight Information Provided |
| Report Parameters | |
| Supplier: | (All) |
| Supplier FOB: | (All) |
| Distribution Center: | (All) |
| Version: | Base Version |

| | |
|-----------------------------------------------|--|
| Freight Information Provided | |
| LTL Routing Grid By Lane | |
| Routing Results By Lane | |
| Routing Results By Lane, Item | |
| Routing Results w/ RDC Breakout By Lane | |
| Routing Results w/ RDC Breakout By Lane, Item | |
| TL Freight Variance Analysis | |

FIG. 210

109020-9689T860

21100

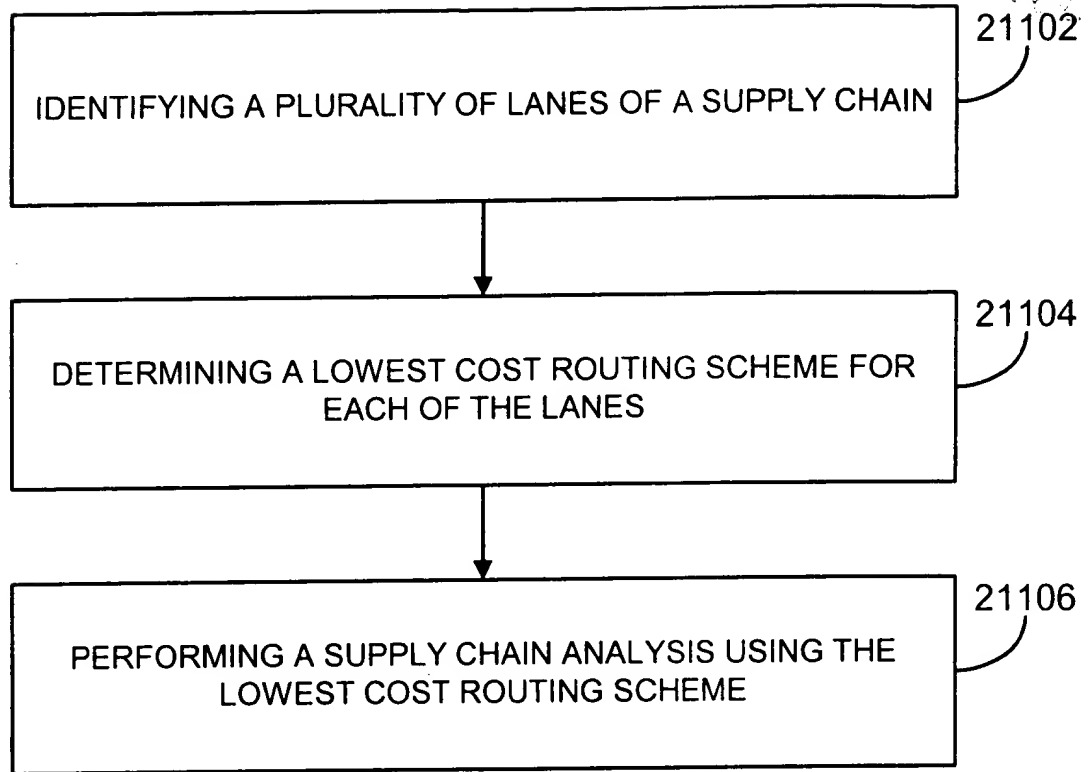


FIG. 211

21200

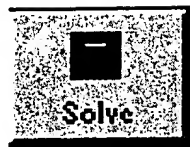


FIG. 212

21300

21302

Report Selection

| Report Type: | Report Name: |
|-------------------------|---------------------------------|
| Awarded Volume | Awarded Volume by Item - Detail |
| Awarded Volume | |
| Comparison Reports | |
| Cost Matrix Preview | |
| Optimal Product Routing | |
| Tab Reports | |
| | ew Capacity & Prices |

FIG. 213

21400

Awarded Volume by Item - Detail
 Awarded Volume by Item - Detail
 Awarded Volume by Item - Freight
 Awarded Volume by Item - Summary
 Competing DC Freight Analysis by Item
 Lane Assignment Matrix
 Lane Weighted Average Delivered Cost

FIG. 214

21500

Assigned Volume Percentages (no conversion)
 Assigned Volume Percentages (with conversion)
 Invoice FOB Detail Comparison (no conversion)
 Invoice FOB Detail Comparison (with conversion)
 Invoice FOB Savings Comparison (no conversion)
 Invoice FOB Savings Comparison (with conversion)

FIG. 215

21600

| Report Type | Report Name |
|--------------------|---------------------------------------------|
| Comparison Reports | Assigned Volume Percentages (no conversion) |

FIG. 216

21700

| Report Name |
|-----------------------------------------------|
| Assigned Volume Percentages (no conversion) |
| Assigned Volume Percentages (no conversion) |
| Assigned Volume Percentages (with conversion) |
| Invoice FOB Detail Comparison (no conversion) |

FIG. 217

09816896-070601

21800

Item: HASH BROWNS(ROUND)

Comparison Versions:

- Base version
- With LTL riding with CCF, forced TL
- LTL moving with CCF, no Cavendish

Include Cost Matrices: Yes ☒ No ☐

FIG. 218

21900



FIG. 219

09816896-070501

22000

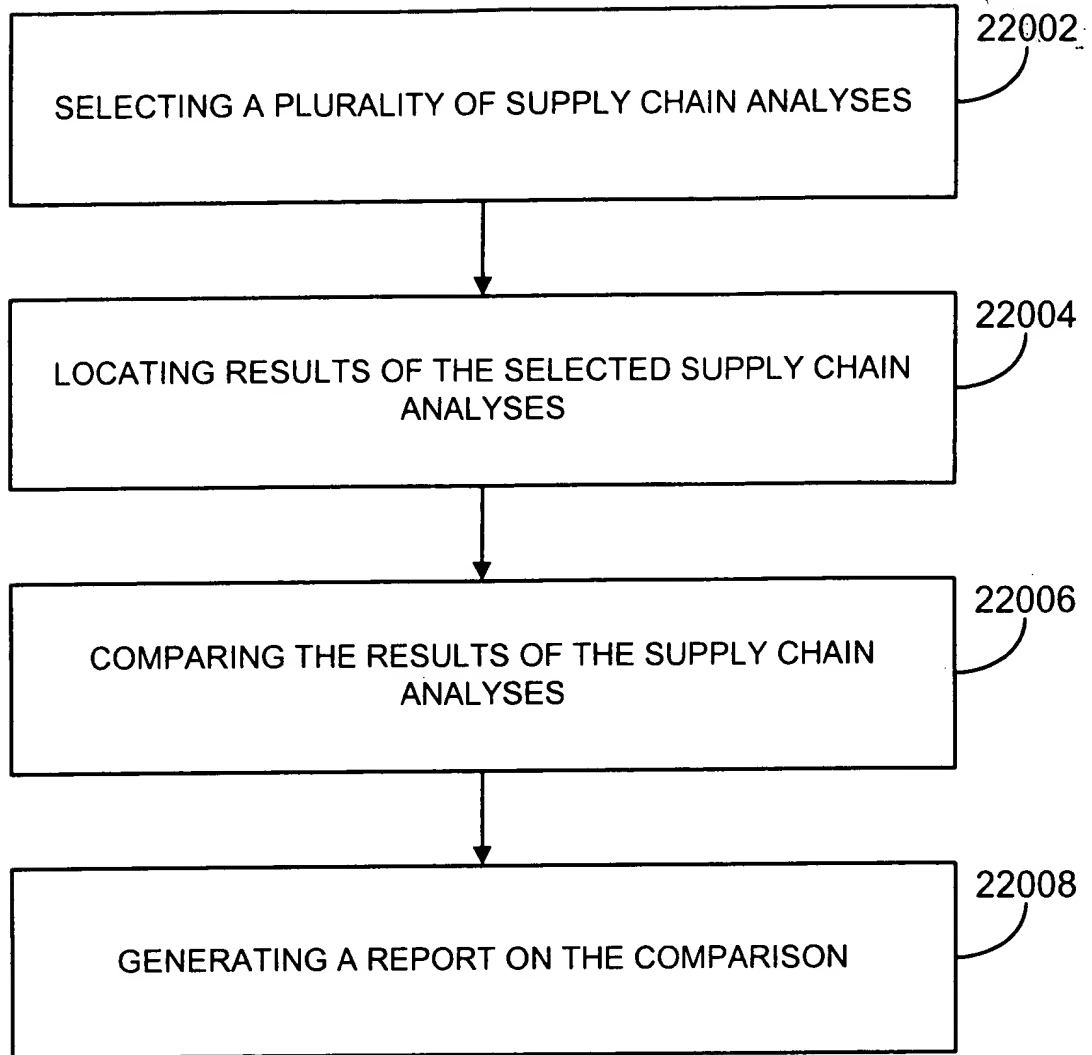


FIG. 220

FIG. 220

TO 9070-9689T860

22100



FIG. 221

22200

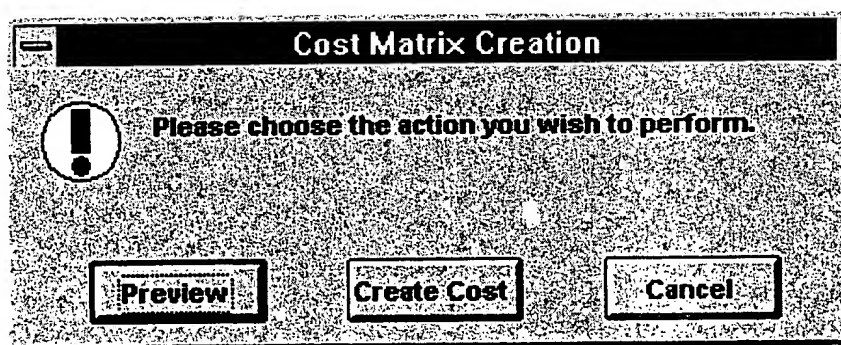


FIG. 222

09816896-070601

Supply Patronage Sales/Inv Utilities Data Options

| | | |
|----------------------------|----------------------|----------|
| Supplier... | Least Cost | Contract |
| Supplier Site... | | |
| Distributor... | | |
| DC... | | |
| Item ▶ | | |
| Proposal ▶ | | |
| Least Cost Analysis ▶ | | |
| Formula Pricing ▶ | Edit / View | |
| Contract ▶ | New (Using Previous) | |
| Cost ▶ | | |
| Vendor Rating ▶ | | |
| Contact Management ▶ | | |
| Logistics & Distribution ▶ | | |
| Bakery Coverage | | |

22300

FIG. 223

22400

Formula Pricing - BEEF - 77% - 04/06/98

| | | | | | |
|--------------|---------|---------|----------|------------|-------------|
| General Info | Pricing | Freight | Formulas | Block Cost | Adjustments |
|--------------|---------|---------|----------|------------|-------------|

Pricing ID: 12

Description: Beef Pricing 04/06/01

Item: BEEF - 77%

Raw Material Pricing Date: 04/06/01 From: 03/23/01 To: 04/03/01

Cost Matrix Begin Date: 03/15/01 End Date: 03/28/01

FOB Adjustment Amount: 0.0000

FIG. 224

22500

| Formula Pricing - BEEF - 77% - 04/06/98 | | | | | | | | | | | | | |
|------------------------------------------------------------------------|--------------------------|--------------------------|--------------------------|--------------------------|--------------------------|--------------------------|-----------------------------|--------------------------|-----------------------------|----------------------------|---------------------|---------------------------|--|
| General Info Pricing Freight Formulas Block Cost Adjustments | | | | | | | | | | | | | |
| Date | FRESH DOM 65% TRIM | FRESH DOM 65% TRIM | FRESH DOM 73% TRIM | FRESH DOM 75% TRIM | FRESH DOM 80% LEAN | FRESH DOM 85% LEAN | FRESH DOM 90% LEAN BL | FRESH DOM 90% LEAN | FRESH DOM 90% LEAN YW | FRZN DOM 80% LEAN BL | IMP AUS 50% LEAN | Lean Fine Trim Beef | |
| 3/23/98 | 0.8800 | 0.9100 | 0.9052 | 0.9300 | 0.9318 | 0.9900 | 0.9900 | 0.9950 | 1.0000 | 0.9500 | 0.9500 | 0.7960 | |
| 03/24/98 | 0.8800 | 0.9100 | 0.9149 | 0.9400 | 0.9224 | 0.9800 | 1.0000 | 1.0500 | 1.1000 | 0.9400 | 0.9600 | 0.8400 | |
| 03/25/98 | 0.8800 | 0.9150 | 0.8857 | 0.9100 | 0.9224 | 0.9800 | 1.1000 | 1.1500 | 1.2000 | 0.9500 | 0.9300 | 0.8200 | |
| 03/26/98 | 0.8850 | 0.9155 | 0.8945 | 0.9190 | 0.9275 | 0.9855 | 1.2000 | 1.2500 | 1.3000 | 0.9600 | 0.9500 | 1.0000 | |
| 03/27/98 | 0.8900 | 0.9200 | 0.9344 | 0.9600 | 0.9275 | 0.9855 | 1.0000 | 1.0500 | 1.1000 | 0.9550 | 0.9800 | 0.8400 | |
| 03/30/98 | 0.8800 | 0.9300 | 0.9441 | 0.9700 | 0.9318 | 0.9900 | 0.9995 | 0.9998 | 1.0000 | 0.9870 | 0.9650 | 0.7998 | |
| 03/31/98 | 0.8860 | 0.9160 | 0.9539 | 0.9800 | 0.9412 | 1.0000 | 1.1000 | 1.1250 | 1.1500 | 0.9550 | 0.9870 | 0.9000 | |
| 04/01/98 | 0.9700 | 0.9200 | 0.9383 | 0.9650 | 0.9224 | 0.9800 | 1.2000 | 1.2300 | 1.2600 | 0.9630 | 0.9630 | 0.8840 | |
| 04/02/98 | 0.8500 | 0.9400 | 0.9480 | 0.9750 | 0.9318 | 0.9900 | 1.0000 | 1.0250 | 1.0500 | 0.9540 | 0.9870 | 0.8200 | |
| 04/03/98 | 0.8515 | 0.9700 | 0.9539 | 0.9800 | 0.9412 | 1.0000 | 1.1000 | 1.0750 | 1.0500 | 0.9580 | 0.9870 | 0.8600 | |
| | 0.8753 | 0.9247 | 0.9275 | 0.9529 | 0.9300 | 0.9881 | 1.0690 | 1.0950 | 1.1210 | 0.9572 | 0.9659 | 0.8760 | |

FIG. 225

22600

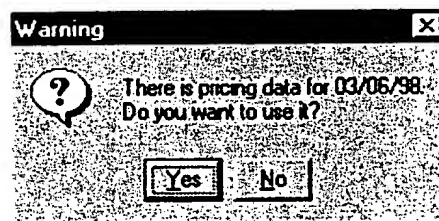


FIG. 226

22700

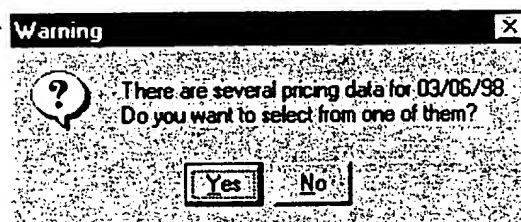


FIG. 227

09816896-070601

22800

| Pricing ID | Calc. Date | Description |
|------------|------------|----------------------|
| 10 | 03/08/98 | Beef Pricing 3/8/98 |
| 11 | 03/23/98 | Beef Pricing 3/23/98 |

OK Cancel

FIG. 228

22900

Formula Pricing - BEEF - 77% - 04/06/98

General Info | Pricing | Freight | Formulas | Block Cost | Adjustments

| Supplier FOB | Address |
|------------------------------------|---------------------------|
| AMERICAN FOOD SERVICE | King of Prussia, PA 19406 |
| DIVERSITY FOOD PROCESSING-VIRGINIA | Petersburg, VA 23805 |
| GOOD SERVINGS PRODUCTS-NH | Manchester, NH 03108 |

| Material Type | Freight Amt |
|--------------------------------|-------------|
| Fresh Domestic 50% Trim | 0.0450 |
| Fresh Domestic 65% Trim | 0.0000 |
| Fresh Domestic 73% Trim | 0.0000 |
| Fresh Domestic 75% Trim | 0.0000 |
| Fresh Domestic 80% Lean | 0.0000 |
| Fresh Domestic 85% Lean | 0.0000 |
| Fresh Domestic 90% Lean | 0.0400 |
| Fresh Domestic 90% Lean-Blue | 0.0000 |
| Fresh Domestic 90% Lean-Yellow | 0.0000 |
| Frozen Domestic 90% Lean | 0.0000 |
| Imported Australia 90% Lean | 0.0150 |

FIG. 229

T09070" 9689T850

23000

| Formula Pricing - BEEF - 77% - 04/06/98 | | | | | | | | | | | | | | | | | |
|-----------------------------------------|--------|---------|--------|---------|--------|----------|--------|------------|--------|-------------|--------|--------|--------|--------|--------|--------|--------|
| General Info | | Pricing | | Freight | | Formulas | | Block Cost | | Adjustments | | | | | | | |
| Formula | F056TR | | F056TR | | F073TC | | F088LC | | F095LM | | F090LC | | M0A196 | | LFTB | | Total |
| Formula | Pct. | Cost | Pct. | Cost | Pct. | Cost | Pct. | Cost | Pct. | Cost | Pct. | Cost | Pct. | Cost | Pct. | Cost | |
| AFS-1 | 0.3120 | 0.2671 | | | | | | | | | 0.1880 | 0.2134 | 0.4000 | 0.3324 | 0.1000 | 0.0911 | 0.9840 |
| DIV-1 | 0.1400 | 0.1295 | 0.2000 | 0.1949 | 0.1400 | 0.1368 | | | | | 0.2000 | 0.2190 | 0.3200 | 0.3139 | | | 0.9941 |
| GS-1 | 0.3270 | 0.3042 | | | | | | | | | 0.1730 | 0.1972 | 0.3600 | 0.3548 | 0.1400 | 0.1303 | 0.9866 |
| S&C-1 | 0.2414 | 0.2200 | | | | | 0.2179 | 0.2026 | 0.2179 | 0.2153 | 0.2179 | 0.2386 | | | 0.1050 | 0.0958 | 0.9721 |
| SER-1 | 0.3250 | 0.2926 | | | | | | | | | 0.1750 | 0.1951 | 0.3650 | 0.3571 | 0.1350 | 0.1236 | 0.9684 |
| TEX-1 | 0.3090 | 0.2766 | | | | | | | | | 0.3410 | 0.3802 | 0.2500 | 0.2452 | 0.1000 | 0.0896 | 0.9916 |
| WHI-1 | 0.3250 | 0.2958 | | | | | | | | | 0.1750 | 0.1969 | 0.3650 | 0.3608 | 0.1350 | 0.1230 | 0.9765 |
| WIS-1 | 0.3325 | 0.2977 | | | | | | | | | 0.4675 | 0.5165 | 0.1000 | 0.0988 | 0.1000 | 0.0890 | 1.0018 |

FIG. 230

23100

| Formula Pricing - BEEF - 77% - 04/06/98 | | | | | | |
|-----------------------------------------|-------------------|---------|------------|----------|------------|-------------------------------------|
| General Info | | Pricing | Freight | Formulas | Block Cost | Adjustments |
| Formula | Raw Material Cost | Yield | Block Cost | Margin | FOB Price | Include? |
| AFS-1 | 0.9840 | 0.99 | \$0.9990 | 0.1232 | \$1.1222 | <input checked="" type="checkbox"/> |
| DIV-1 | 0.9941 | 0.98 | \$1.0123 | 0.1669 | \$1.1792 | <input checked="" type="checkbox"/> |
| GS-1 | 0.9866 | 0.98 | \$1.0037 | 0.1287 | \$1.1324 | <input checked="" type="checkbox"/> |
| S&C-1 | 0.9721 | 1.00 | \$0.9721 | 0.1457 | \$1.1178 | <input checked="" type="checkbox"/> |
| SER-1 | 0.9684 | 0.99 | \$0.9831 | 0.1325 | \$1.1156 | <input checked="" type="checkbox"/> |
| TEX-1 | 0.9916 | 0.99 | \$1.0067 | 0.1232 | \$1.1299 | <input checked="" type="checkbox"/> |
| WHI-1 | 0.9765 | 0.98 | \$0.9939 | 0.1275 | \$1.1214 | <input checked="" type="checkbox"/> |
| WIS-1 | 1.0018 | 0.98 | \$1.0202 | 0.1334 | \$1.1536 | <input checked="" type="checkbox"/> |

FIG. 231

T09070"9689T8601

23200

| Formula Pricing - BEEF - 77% - 04/06/98 | | | | | | |
|--------------------------------------------------------------|-----------------|--------|-----------|--------|-------------|----------------|
| General Info Pricing Freight Formulas Block Cost Adjustments | | | | | | |
| Formula | Raw Cost | Yield | FOB Price | Margin | Adjustments | Adj. FOB Price |
| AFS-1 | 0.9840 | 0.9850 | 0.9990 | 0.1232 | 0.0000 | 1.1222 |
| DIV-1 | 0.9941 | 0.9820 | 1.0123 | 0.1559 | 0.1500 | 1.3292 |
| GS-1 | 0.9866 | 0.9830 | 1.0037 | 0.1287 | 0.0000 | 1.1324 |
| S&C-1 | 0.9721 | 1.0000 | 0.9721 | 0.1457 | 0.0000 | 1.1178 |
| SER-1 | 0.9684 | 0.9850 | 0.9831 | 0.1325 | 0.0000 | 1.1156 |
| TEX-1 | 0.9916 | 0.9850 | 1.0067 | 0.1232 | 0.0000 | 1.1299 |
| Amount | Adjustment Desc | | | | | |
| 0.1500 | Upcharge | | | | | |

FIG. 232

23400

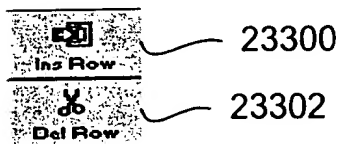


FIG. 233



FIG. 234

FO90/0-9639TB60

23500

| Formula Maintenance | | | |
|-------------------------|------------------------------------|---------------------------------|------------|
| Formula ID | Facility | Description | Short Name |
| 5 | AMERICAN FOOD SERVICE | American Food Service Formula A | AFS-1 |
| 7 | DIVERSITY FOOD PROCESSING - VIRGIN | DIV Formula - 1b | DIV-1 |
| 8 | GOOD SERVINGS PRODUCTS - NH | Good Servings Formula 1 | GS-1 |
| Number of Rows: 14 | | | |
| Material Type | | Begin Date | Percentage |
| Fresh Domestic 50% Trim | | 10/03/1997 | 31.2000% |
| Fresh Domestic 73% Trim | | 10/01/1996 | 20.0000% |
| Fresh Domestic 85% Lean | | 10/01/1997 | 5.0000% |
| Fresh Domestic 90% Lean | | 10/01/1997 | 18.8000% |
| Number of Rows: 6 | | 100.0000% | |

FIG. 235

| Supply | Patronage | Sales/Inv | Utilities | Window | Hel |
|--------------------------|-----------|-----------|-----------|--------|-----|
| Supplier | | | | | |
| Supplier Site | | | | | |
| Distributor | | | | | |
| DC | | | | | |
| Item | | | | | |
| Proposal | | | | | |
| Least Cost Analysis | | | | | |
| Formula Pricing | | | | | |
| Contract | | | | | |
| Cost | | | | | |
| Vendor Rating | | | | | |
| Contact Management | | | | | |
| Logistics & Distribution | | | | | |
| Bakery Coverage | | | | | |

23600

FIG. 236

09816896-070601